```
==============================================================================
*                                                                            *
*   Cover Sheet                                                              *
*                                                                            *
==============================================================================


      ***   Xcellenet/Remoteware***


------------------------------------------------------------------------------
*                                                                            *
*   Prepared for: Charles Rones                                             *
*                                                                            *
*   By         : Joyce Baker                                                *
*                                                                            *
*   Date       : March 26, 2000                                             *
*                                                                            *
------------------------------------------------------------------------------
```

Hi Charles,
Attached are the search results for your request. I think I found one article,
but there wasn't a lot of detail. I'll ask Nikky to try and locate the manual
I marked on Monday.

Thanks,
Joyce
308-7796

```
File 351:DERWENT WPI 1963-2000/UD=, UM=, & UP=200012
        (c) 2000 Derwent Info Ltd
File 347:JAPIO Oct 1976-1999/Oct(UPDATED 000208)
        (c) 2000 JPO & JAPIO
File 344:Chinese Patents ABS Apr 1985-2000/Jan
        (c) 2000 European Patent Office

Set      Items     Description
S1           0     REMOTE()WARE OR REMOTEWARE
S2        7214     SERVER?(S)CLIENT?
S3        2572     (INITIAT? OR BEGIN OR START)(10N)(CALL OR CALLS)
S4           0     S1 AND S2 AND S3
S5           0     S1 AND S2
S6           4     PA="XCELLENET":PA="XCELLENET INC (XCEL-N)"
```

DIALOG(R)File 351:DERWENT WPI
(c) 2000 Derwent Info Ltd. All rts. reserv.

010803966   **Image available**
WPI Acc No: 96-300919/199630
XRPX Acc No: N96-253132
  **Automatic information sharing method for remote and mobile nodes -
  placing sharable information form on server with distribution list for
  temporary or intermittently linked nodes**
Patent Assignee: **XCELLENET** INC (XCEL-N
Inventor: CRUMPLER D M; ESTES R B; JACKSON K B
Number of Countries: 067 Number of Patents: 010
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Main IPC	Week
WO 9619064	A2	19960620	WO 95US14493	A	19951121	H04L-029/06	199630 B
AU 9643638	A	19960703	AU 9643638	A	19951121	H04L-029/06	199642
WO 9619064	A3	19960906	WO 95US14493	A	19951121	H04L-029/06	199645
GB 2310982	A	19970910	WO 95US14493	A	19951121	H04L-012/18	199739
			GB 9712427	A	19970616		
US 5664207	A	19970902	US 94358106	A	19941216	G06F-017/30	199741
DE 19581888	T	19980212	DE 1081888	A	19951121	H04L-029/06	199812
			WO 95US14493	A	19951121		
US 5819274	A	19981006	US 94358106	A	19941216	G06F-017/30	199847
			US 97870499	A	19970606		
GB 2335832	A	19990929	GB 9712427	A	19970616	H04L-012/18	199942
			GB 9915974	A	19990707		
GB 2335832	B	19991110	GB 9712427	A	19970616	H04L-012/18	199949
			GB 9915974	A	19990707		
GB 2310982	B	19991110	WO 95US14493	A	19951121	H04L-012/18	199949
			GB 9712427	A	19970616		

Priority Applications (No Type Date): US 94358106 A 19941216; US 97870499 A
  19970606
Cited Patents: -SR.Pub; EP 565314; US 5077666; US 5319543; WO 9101022; WO
  9222033
Patent Details:

Patent	Kind	Lan	Pg	Filing Notes	Application	Patent
WO 9619064	A2	E	44			

    Designated States (National): AL AM AT AU BB BG BR BY CA CH CN CZ DE DK
    EE ES FI GB GE HU IS JP KE KG KP KR KZ LK LR LT LU LV MD MG MK MN MW MX
    NO NZ PL PT RO RU SD SE SG SI SK TJ TM TT UA UG US UZ VN
    Designated States (Regional): AT BE CH DE DK ES FR GB GR IE IT KE LS LU
    MC MW NL OA PT SD SE SZ UG

Patent	Kind			Filing Notes	Application	Patent
AU 9643638	A			Based on		WO 9619064
GB 2310982	A			Based on		WO 9619064
US 5664207	A		24			
DE 19581888	T			Based on		WO 9619064
US 5819274	A			Cont of	US 94358106	
				Cont of		US 5664207
GB 2335832	A			Derived from	GB 9712427	
GB 2335832	B			Derived from	GB 9712427	
GB 2310982	B			Based on		WO 9619064

Abstract (Basic): WO 9619064 A
      The method involves automatically distributing an information form
   to users corresponding to first remote/mobile nodes. A user may
   complete the form to create an instance of the form and define an
   instance distribution to users corresponding to the list.
      The instance is automatically distributed to users on the list. The
   user may also modify the form, and modifications are automatically
   distributed to users at the third node. A second form may be linked to
   the first and automatically distributed to the third nodes as well.
   When distributing a file to a node, any other files required are also
   automatically distributed.
      USE/ADVANTAGE - Remote/mobile sales or service force which needs
   access to customer profile for particular customer. Provides improved
   method for automatically sharing information among users of

remote/mobile computers.
    Dwg.2/11
Title Terms: AUTOMATIC; INFORMATION; SHARE; METHOD; REMOTE; MOBILE; NODE;
  PLACE; INFORMATION; FORM; SERVE; DISTRIBUTE; LIST; TEMPORARY;
  INTERMITTENT; LINK; NODE
Derwent Class: T01; W01
International Patent Class (Main): G06F-017/30; H04L-012/18; H04L-029/06
International Patent Class (Additional): G06F-013/38
File Segment: EPI

  6/5/2   (Item 2 from file: 351)
DIALOG(R)File 351:DERWENT WPI
(c) 2000 Derwent Info Ltd. All rts. reserv.

010790506   **Image available**
WPI Acc No: 96-287459/199629
XRPX Acc No: N96-241262
 **Linking several data processing systems - providing efficient
 distribution of work from server to remote or mobile nodes by hierarchy
 of session work objects into which events can be assigned**
Patent Assignee: **XCELLENET** INC (XCEL-N
Inventor: TRUGMAN R M
Number of Countries: 067 Number of Patents: 006
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Main IPC	Week	
WO 9618257	A2	19960613	WO 95US14491	A	19951121	H04L-029/06	199629	B
AU 9645011	A	19960626	AU 9645011	A	19951121	H04L-029/06	199641	
WO 9618257	A3	19960822	WO 95US14491	A	19951121	H04L-029/06	199643	
EP 795245	A1	19970917	EP 95943573	A	19951121	H04L-029/06	199742	
			WO 95US14491	A	19951121			
US 5680548	A	19971021	US 94348616	A	19941202	G06F-013/00	199748	
US 5887141	A	19990323	US 94348616	A	19941202	G06F-013/00	199919	
			US 97953330	A	19971017			

Priority Applications (No Type Date): US 94348616 A 19941202; US 97953330 A
  19971017
Cited Patents: US 4642758; US 5155842; WO 9222033; No-SR.Pub
Patent Details:
Patent   Kind Lan Pg Filing Notes   Application Patent
WO 9618257 A2 E 42
    Designated States (National): AL AM AT AU BB BG BR BY CA CH CN CZ DE DK ·
    EE ES FI GB GE HU IS JP KE KG KP KR KZ LK LR LT LU LV MD MG MK MN MW MX
    NO NZ PL PT RO RU SD SE SG SI SK TJ TM TT UA UG US UZ VN
    Designated States (Regional): AT BE CH DE DK ES FR GB GR IE IT KE LS LU
    MC MW NL OA PT SD SE SZ UG
AU 9645011 A   Based on   WO 9618257
EP 795245   A1 E   Based on   WO 9618257
    Designated States (Regional): DE GB
US 5680548 A   15
US 5887141 A   Cont of   US 94348616
                     Cont of   US 5680548

Abstract (Basic): WO 9618257 A
      The method for distributing work from a data processing server
    involves providing a number of events in the server, each of which os
    performed in a remote/mobile communication between the server and a ·
    node. Selected events are grouped into electronic software distribution
    session work objects (ESDSWO) for regularly updating files which are
    distributed during communication. Selected events are grouped into
    worklist session work objects (WSWO) for defining tasks to be
    performed. Selected ESDSWO and WSWO are grouped into group session work
    objects (GSWO).
      A number of sessions are defined to specify times for linking a
    node to the server for communication. Selected GSWO are assigned to
    sessions such that they execute when a session is executed. Selected
    GSWO are assigned to selected nodes, such that they execute when the
    node is linked to the server for communication. THe ESDSWO and GSWO

execute on the server to effect communication between the server and
nodes.
    USE/ADVANTAGE - Keeps connect time to minimum. Supports low
bandwidth and reliable connections. Increases flexibility in assignment
of large number of events to nodes and users to effect remote/mobile
connections.
    Dwg.2/10
Title Terms: LINK; DATA; PROCESS; SYSTEM; EFFICIENCY; DISTRIBUTE; WORK;
  SERVE; REMOTE; MOBILE; NODE; HIERARCHY; SESSION; WORK; OBJECT; EVENT; CAN
  ; ASSIGN
Derwent Class: T01; W01
International Patent Class (Main): G06F-013/00; H04L-029/06
File Segment: EPI

  6/5/3   (Item 3 from file: 351)
DIALOG(R)File 351:DERWENT WPI
(c) 2000 Derwent Info Ltd. All rts. reserv.

010781163   **Image available**
WPI Acc No: 96-278116/199628
XRPX Acc No: N96-233857
 Data file transfer method between server terminal and remote nodes -
 identifies selected files for delivery to server as being forced or
 requestable, either individually or in groups, and automatically delivers
 forced files to node when connected to network
Patent Assignee: **XCELLENET** INC (XCEL-N
Inventor: CRUMPLER D M; LEVER R M
Number of Countries: 067 Number of Patents: 001
Patent Family:
Patent No Kind Date   Applicat No Kind Date   Main IPC   Week
WO 9617461 A1 19960606 WO 95US14494 A 19951121 H04L-029/06   199628 B

Priority Applications (No Type Date): US 94348486 A 19941202
Cited Patents: WO 9102313; WO 9412938
Patent Details:
Patent   Kind Lan Pg Filing Notes   Application Patent
WO 9617461 A1 E 30
    Designated States (National): AL AM AT AU BB BG BR BY CA CH CN CZ DE DK
    EE ES FI GB GE HU IS JP KE KG KP KR KZ LK LR LT LU LV MD MG MK MN MW MX
    NO NZ PL PT RO RU SD SE SG SI SK TJ TM TT UA UG US UZ VN
    Designated States (Regional): AT BE CH DE DK ES FR GB GR IE IT KE LS LU
    MC MW NL OA PT SD SE SZ UG

Abstract (Basic): WO 9617461 A
    The method of delivering files from a server to a number of mobile
or remote data processing nodes which are temporarily and
intermittently connected to the server, involves setting a list of
files at the server which are for delivery to the nodes. The files are
identified as being either forced or requestable, and the listing is
sent to the nodes.
    Each file which is designated as being forced is automatically
delivered to a node when a communication link is set up between it and
the server. Selected files which are identified as being requestable
are also delivered when the node is connected and upon receipt of a
request at the server for the partic. files.
    ADVANTAGE - Reduced connection time of remote or mobile links
between server and nodes for delivery of essential files between both.
    Dwg.2/3
Title Terms: DATA; FILE; TRANSFER; METHOD; SERVE; TERMINAL; REMOTE; NODE;
  IDENTIFY; SELECT; FILE; DELIVER; SERVE; FORCE; INDIVIDUAL; GROUP;
  AUTOMATIC; DELIVER; FORCE; FILE; NODE; CONNECT; NETWORK
Derwent Class: W01
International Patent Class (Main): H04L-029/06
File Segment: EPI

  6/5/4   (Item 4 from file: 351)

010781162   **Image available**
WPI Acc No: 96-278115/199628
XRPX Acc No: N96-233856
 **File transfer control method blocking unnecessary data transmission
 between server and nodes - preventing file transfer if insufficient
 storage is available by checking disc space at destination, and
 preventing transfer of updated file version if updated timestamp is not
 newer than existing timestamp**
Patent Assignee: **XCELLENET** INC (XCEL-N
Inventor: NAWAR S W; OWEN J W; TRUGMAN R M
Number of Countries: 067 Number of Patents: 001
Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Main IPC	Week	
WO 9617460	A1	19960606	WO 95US14490	A	19951121	H04L-029/06	199628	B

Priority Applications (No Type Date): US 94348596 A 19941202
Cited Patents: 1.Jnl.Ref; EP 433077; EP 512174; WO 9102313
Patent Details:

Patent	Kind	Lan	Pg	Filing Notes	Application	Patent
WO 9617460	A1	E	25			

    Designated States (National): AL AM AT AU BB BG BR BY CA CH CN CZ DE DK
    EE ES FI GB GE HU IS JP KE KG KP KR KZ LK LR LT LU LV MD MG MK MN MW MX
    NO NZ PL PT RO RU SD SE SG SI SK TJ TM TT UA UG US UZ VN
    Designated States (Regional): AT BE CH DE DK ES FR GB GR IE IT KE LS LU
    MC MW NL OA PT SD SE SZ UG

Abstract (Basic): WO 9617460 A·
      The method for preventing unnecessary file transfers between a data
    processing server and a number of remote or mobile dat processing nodes
    which are temporarily and intermittently connected to the server,
    involves setting up a remote communications link to temporarily connect
    the server and a selected node for file transfer. The transfer of the
    file is blocked if insufficient storage is available at the destination
    terminal, either the server or the mobile terminal.
      It is determined whether other communication is required between
    the node and the server during the temporary connection, and the remote
    or mobile link is deactivated if not.
      ADVANTAGE - Connection time of remote link is reduced.
      Dwg.2A,B/2
      B
Title Terms: FILE; TRANSFER; CONTROL; METHOD; BLOCK; UNNECESSARY; DATA;
  TRANSMISSION; SERVE; NODE; PREVENT; FILE; TRANSFER; INSUFFICIENT; STORAGE
  ; AVAILABLE; CHECK; DISC; SPACE; DESTINATION; PREVENT; TRANSFER; UPDATE;
  FILE; VERSION; UPDATE; EXIST
Derwent Class: T01; W01
International Patent Class (Main): H04L-029/06
File Segment: EPI

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File 256:SoftBase:Reviews,Companies&Prods. 85-2000/Feb
          (c)2000 Info.Sources Inc
File 621:Gale Group New Prod.Annou.(R) 1985-2000/Mar 27
          (c) 2000 The Gale Group
File 278:Microcomputer Software Guide 2000/Feb
          (c) 2000 Reed Elsevier Inc.

Set       Items    Description
S1          145    REMOTE()WARE OR REMOTEWARE
S2        46935    SERVER?(S)CLIENT?
S3         2889    (INITIAT? OR BEGIN OR START)(10N)(CALL OR CALLS)
S4            0    S1(S)S2(S)S3
S5            0    S1(S)S3
S6           86    S1 NOT PY>1996
S7           17    S6(S)S2
```

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.

00098015   DOCUMENT TYPE: Review

PRODUCT NAMES: Network Connect   (645915); RemoteWare Communications
Management System   (385531)

TITLE: Daka freshens its restaurants' information relay systems
AUTHOR: Sidhu, Ranbir
SOURCE: InfoWorld,   v18 n48   p63(1) Nov 25, 1996
ISSN: 0199-6649
HOMEPAGE: http://www.infoworld.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 19990730

...to be manually re-keyed. The result was a slow response to the market
and a poor grasp on trends. The company moved toward a client /server
architecture, automation of daily reporting, and improved point-of-sale
processing. AT&T's Network Connect was used to create a wide area network
(WAN) to connect all the company's locations. The linking software,
XcelleNet's RemoteWare , was used to allow managers to use e-mail and
transmit daily sales data to a central database in headquarters. Overseas
locations were also linked to headquarters over the Internet using
XcelleNet's RemoteWare X-400 gateway.

DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.

00083350   DOCUMENT TYPE: Review

PRODUCT NAMES: Oracle Mobile Agents   (528528); Enterprise Wide   (557617);
RemoteWare Mail   (587079)

TITLE: On the Road With Client/Server Apps
AUTHOR: Snell, Monica
SOURCE: LAN Times,   v12 n20   p43(3) Oct 2, 1995
ISSN: 1040-5917
HOMEPAGE: http://www.lantimes.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20000130

Many client /server environments include mobile access. However, mobile
users presents new challenges to the network manager. Oracle's Mobile
Agents uses a three-tier architecture, in which a software agent works as a
bridge between the remote client and the LAN-based server . Connection
time is reduced, since the agent can perform multiple tasks, gather
requested information from the server , and return it to the client in
one transaction. The agent resides on the LAN in order to take advantage of
the bigger pipe between the agent and the server . TechSmith's Enterprise
Wide offers remote access to LANs through dial-up, switched-cellular, or
X.25 lines. Enterprise Wide also uses a software agent, which works on the
remote client and the LAN gateway. Processing is done on the network,
instead of over the remote link. It is optimized to work with Lotus Notes.
XcelleNet's RemoteWare Mail is an e-mail system designed for remote
users.

7/3,K/3   (Item 3 from file: 256)
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00076584   DOCUMENT TYPE: Review

PRODUCT NAMES: Oracle Mobile Agents   (528528); RemoteWare AppliComms 2.0
(302899); Enterprise Wide   (557617); LanRover /E   (473111)

TITLE: Remote Computing
AUTHOR: Staff
SOURCE: Client/Server Today,   v2 n4 p55(9) Apr 1995
ISSN: 1078-8565

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 19990730

...wired or wireless connections. Good middleware products should be
rules-based or agent-driven intelligent messaging programs. Oracle in
Motion is a cutting edge wireless, **client /server** product that links
laptops and corporate databases over wireless networks, LANs, and telephone
lines. Agents on a corporate network can receive requests from mobile
users, making optimal use of LAN bandwidth resources. **RemoteWare** 2.0 is
development software for creation of remote and mobile computing
applications, including order entry, inventory status queries and software
distribution, among others. TechSmith's Enterprise Wide uses agent
technology for remote access to database **servers** , via telco, X.25, and
CDPD wireless connections. Shiva's LANRover/E, a remote access **server** ,
provides dial-up connections.

7/3,K/4   (Item 4 from file: 256)
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.
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00072768   DOCUMENT TYPE: Review

PRODUCT NAMES: RemoteWare Communications Management System   (385531);
Tivoli/Courier   (403334); Brightworks   (474215); iFOR/LDI   (541176)

TITLE: Dynamic Corporate Networks Have Managers on a Tightrope
AUTHOR: Hanna, Mary
SOURCE: Software Magazine,   v14 n12 p45(6) Dec 1994
ISSN: 0897-8085
HOMEPAGE: http://www.softwaremagazine.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20000214

Network managers satisfy users' needs for software with asset management
and electronic software distribution (ESD) products. XcelleNet's
RemoteWare provides for multiplatform distribution from a central
location. It can also accommodate remote LAN workers and mobile workers.
Tivoli Systems' Tivoli/Courier, a module in the Tivoli Management
Environment, can distribute shrink-wrapped and internally developed **client
/server** programs on most UNIX systems. The administrator can schedule
transmission times as required, and Courier's GUI makes the selection of
components and files simple...

7/3,K/5   (Item 5 from file: 256)

00071789   DOCUMENT TYPE: Review

PRODUCT NAMES: RemoteWare AppliComms 2.0   (302899)

TITLE: Object Technology, Open APIs Add Muscle to Comm Suite
AUTHOR: Moeller, Michael
SOURCE: PC Week,   v11 n47 p1(2) Nov 28, 1994
ISSN: 0740-1604
HOMEPAGE: http://www.pcweek.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 19990830

 RemoteWare 2.0, a 32-bit platform for mobile messaging, data
synchronization, file transfer, and remote database query, is a **client** /
server remote applications suite. The product is based on object-based
agents and supports common messaging and network protocols. It is made up
of e-mail and forms applications, OS/2 **server** management modules, and
client software that runs under Windows, OS/2, Mac OS, and other
platforms. According to one user, **RemoteWare** AppliComms saves money by
allowing users to perform all communications tasks in a single session.
Messages travel over standard asynchronous lines or wireless connections.
Administrator...

 7/3,K/6   (Item 6 from file: 256)

 00039352   DOCUMENT TYPE: Review

PRODUCT NAMES: RemoteWare Communications Management System   (385531)

TITLE: XcelleNet Boosts Remote Software
AUTHOR: Schwartz, Jeffrey
SOURCE: Communications Week,   v412 p5(2) Jul 20, 1992
ISSN: 0746-8121

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 19990730

Connectivity and management enhancements for **RemoteWare** Communications
Management System include a maximum access speed for asynchronous devices
of 57.6 Kbps and will also support switched digital 56-Kbps services. V.42
modems provide the 57.6 asynchronous service. **RemoteWare** is unusual,
because its market consists of users that have few choices other than
custom applications or pieced-together systems. Fault tolerance, updates to
all PCs on LANs rather than only files **servers** , new APIs, and support for
UNIX and Apple Computer Mac **clients** are also provided. The upgrade should
help remote locations use distributed applications from headquarters
better, according to an analyst. The author describes typical **RemoteWare**
installations, discussing AppliComms such as e-mail, forms, and reports;
installations like the Friendly sandwich shop chain, which employs
nontechnical users.

 7/3,K/7   (Item 1 from file: 621)

01440891   Supplier Number: 46809576   (USE FORMAT 7 FOR FULLTEXT)
XcelleNet Ships RemoteWare Replication Agent for Use with Lotus Notes; New
 Option Will Create Significant Market Potential For XcelleNet in the
 Notes Remote and Mobile User Community
PR Newswire, p1017ATW003
Oct 17, 1996
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 629

...   a number of powerful new capabilities like the ability to service
messaging and data transferrequirements of all applications in a single
dial-in session. The **RemoteWare** Replication Agent also delivers system
management benefits including 'forced' replication to the **client** as well
as **server** -initiated communication sessions to remote Notes **clients** . The
Replication Agent also provides system management capabilities such as
electronic software distribution.
     Steve Hage, senior data network analyst of Coulter Corporation in
Miami, the...

 7/3,K/8   (Item 2 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

01405956   Supplier Number: 46552886   (USE FORMAT 7 FOR FULLTEXT)
XcelleNet and ForeFront establish internet technology alliance.
Business Wire, p07181124
July 18, 1996
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 741

   (USE FORMAT 7 FOR FULLTEXT)
TEXT:
...NM: FFGI) today announced a strategic technology alliance in which
ForeFront's leading offline browsing application, WebWhacker(TM), will be
integrated into an XcelleNet-developed **RemoteWare** (TM) **server** component.
The first deliverable from this alliance will be an XcelleNet **client**
version of WebWhacker 2.0 for end-users, available in early Fall 1996.

 7/3,K/9   (Item 3 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

01374854   Supplier Number: 46340719   (USE FORMAT 7 FOR FULLTEXT)
COGNITECH ENDORSES REMOTEWARE AS A MOBILE MESSAGING AND COMMUNICATIONS
 PLATFORM
PR Newswire, p429ATM029
April 29, 1996
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 519

...   announced an alliance with XcelleNet(R), Inc. (Nasdaq-NNM: XNET)
that will now enable their new sales force automation product, Sharkware
Anywhere, to benefit from **RemoteWare** (R)'s high performance mobile
messaging, communications, and systems management infrastructure.
RemoteWare provides organizations the foundation to create, deploy and
manage large-scale remote and mobile computing solutions. Sharkware
Anywhere is a **client /server** sales force automation product utilizing
advanced database replication technology to easily, quickly and cost
effectively implement synchronization that allows mobile and remote sales
organizations of...

...routinely work away from central systems."

About CogniTech
    CogniTech Corporation provides a family of sales force automation and
customer management software solutions for single user, **client /server**
and wide are network environments. Sharkware Anywhere is the newest member
of the Sharkware family of products and is the first sales force automation
product...

...complete solution that allows remote and mobile sales teams to easily
stay in touch. CogniTech has shipped over 100,000 copies of Sharkware and
is **RemoteWare** ready. For more information, please contact CogniTech
Corporation, 500 Sugar Mill Road, Suite 240A, Atlanta, Ga., 30350.
Telephone, 770-518-4577, or 800-947-5075...

 7/3,K/10   (Item 4 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)

01371964   Supplier Number: 46324076   (USE FORMAT 7 FOR FULLTEXT)
**XCELLENET ANNOUNCES NEW SYSTEM SOFTWARE PLATFORM FOR REMOTE AND MOBILE
 COMPUTING**
PR Newswire, p0422ATM002
April 22, 1996
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 919

...   for most new applications, deferred connections based on
intelligent messaging will be better suited to the needs of the mobile
workforce."
    "XcelleNet is delivering superior **client /server** computing
technology to a new class of users who require a powerful communications
architecture," said Dennis M. Crumpler, CEO of XcelleNet. "This third
generation of **RemoteWare** extends corporate intranet resources to remote
and mobile users by leveraging existing investments in SQL databases,
remote LAN access, Lotus Notes, Windows NT and Internet technologies."
    The RemoteWare Queued Event Architecture(TM)
    The power of **RemoteWare** is embedded in the product's underlying
architecture, known as the **RemoteWare** Queued Events Architecture (QEA).
Based on a unique agent-based extension of the **client /server** model, QEA
makes it possible to support multiple applications with a single wireline
or wireless communications session.
    "Remote or mobile communications cannot consume the worker...

...Microsoft Corp. "RemoteWare facilitates application deployment for
remote and mobile users by leveraging the standards supported in
BackOffice."
    Availability and Pricing
    The third generation of **RemoteWare** is available immediately.
RemoteWare is licensed based on both **server** and **client** components. For
example, a configuration including 100 **RemoteWare** **clients** and a
RemoteWare **server** that supports up to 8 concurrent sessions is $28,000.
    Specific features will be delivered over the course of 1996 according
to the following timetable:
    -- RemoteWare 3.0 -- available now and includes basic communications,
sessions automation, system management, and software distribution.
    -- **RemoteWare** 3.1 -- general availability is planned for later this
quarter. It includes application agents for Lotus Notes Replication,
Microsoft Exchange **Server** , and Subscription and Publishing, **RemoteWare**
3.1 includes support for Windows NT 32-bit **clients** and support for MAPI
1.0, TAPI, and ODBC.
    -- RemoteWare 3.2 -- general availability is planned for the third
quarter of 1996. RemoteWare 3.2...

 7/3,K/11   (Item 5 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)

01371917   Supplier Number: 46324022   (USE FORMAT 7 FOR FULLTEXT)
SOFTWARE DEVELOPERS ENDORSE REMOTEWARE AS A MOBILE MESSAGING AND
 COMMUNICATIONS PLATFORM
PR Newswire, p0422ATM009
April 22, 1996
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 655

...   used in any organization that has remote and mobile constituents
and who routinely work away from their central systems."
     Sybase, Inc.
     "Sybase SQL Anywhere and **RemoteWare** 3 for Windows NT are a powerful
combination for deployment of mobile **client /server** applications," said
Dave Boswell, vice president and general manager of the Sybase Workplace
Database Division. **"RemoteWare** 's MAPI 1.0 high performance messaging
infrastructure for dial-up, wireless and Internet environments combined
with Sybase's SQL Remote replication technology provide the...

 7/3,K/12   (Item 6 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

01371611   Supplier Number: 46319301   (USE FORMAT 7 FOR FULLTEXT)
XCELLENET ANNOUNCES NEW SYSTEM SOFTWARE PLATFORM FOR REMOTE AND MOBILE
 COMPUTING
News Release, pN/A
April 22, 1996
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 324

   (USE FORMAT 7 FOR FULLTEXT)
TEXT:
Standards-based **Remote   Ware** Infrastructure Brings New Application
Agents and High-Performance Wireless Capabilities to the Microsoft
BackOffice, Lotus NOTES and SQL Applications Environments- ATLANTA (April
22, 1996)--XcelleNet, Inc. (Nasdaq-NM:XNET) announced today a new,
standards-based generation of **RemoteWare** , the only system software
optimized to efficiently support large populations of remote and mobile
computer users who work "unplugged" from corporate information resources.
The third generation of **RemoteWare** provides new services that
significantly improve communications efficiencies for remote enterprise
computing; leverages key messaging standards to provide a common platform
for developing and deploying a changing mix of line-of-business
applications; and extends the full strength of Microsoftr Windows NTTM and
BackOffice to connectiondeferred users. **"Client /server** designs for
mobile communications are dictated by high-latency, limitedbandwidth
communications," said Karen Scherberger, Research Director at The Gartner
Group. "This means that, for most...

...high probability, high profitability sales opportunities. XcelleNet
(Nasdaq-NM:XN T) is the worldwide leader in remote and mobile enterprise
computing. XcelleNet develops and markets **RemoteWare** , a robust
infrastructure for creating, deploying, and managing systems that deliver
essential business information and relevant Internet content to remote and
mobile users. More than 1,100 organizations worldwide have licensed
RemoteWare enabling over 339,000 remote or mobile users in a variety of
industries to easily and cost-effectively access critical business
information on corporate intranets...

 7/3,K/13   (Item 7 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
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01361557   Supplier Number: 46250127   (USE FORMAT 7 FOR FULLTEXT)
XCELLENET EXTENDS REMOTEWARE TO SIGNIFICANTLY ENHANCE LOTUS NOTES
PR Newswire, p0325ATM002
March 25, 1996
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 656

...   infrastructure, the Notes Agent features data compression,
sophisticated audit logging, and check-point restart from the last
successfully transmitted packet.
     "The key value that the **RemoteWare** Agent for Lotus Notes Replication
provides our **clients** is a seamless, efficient dial-in gateway to Notes
data as well as other production systems," said Paul Grudnitski, president
of InfoCal, a **client /server** consulting firm for Notes and **RemoteWare**
in Torrance, California. "This has been a real issue in the market. With
the combination of **RemoteWare** and Lotus Notes, our customers can now
provide their field users truly manageable access to both Notes and other
essential information systems."
     Availability
     The RemoteWare...

 7/3,K/14   (Item 8 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
(c) 2000 The Gale Group. All rts. reserv.

01328565   Supplier Number: 46003412   (USE FORMAT 7 FOR FULLTEXT)
XCELLENET AND IBM ANNOUNCE WORLDWIDE CONSULTING AND MARKETING AGREEMENT
PR Newswire, p1212ATTU005
Dec 12, 1995
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 494

...   IBM will provide consulting, application design, and installation
services and will receive consulting fees from XcelleNet based upon sales
of XcelleNet software.
     IBM will incorporate **RemoteWare** (R), XcelleNet's suite of **client /
server** system software into its salesforce transformation offerings aimed
at helping companies better manage mobile salesforces. **RemoteWare** is
software that provides organizations with the foundation to create, deploy
and manage large-scale remote and mobile computing solutions.
     IBM offers a range of...

...in salesforce automation, but in any organization that has remote and
mobile constituents who routinely work away from central systems."
     XcelleNet, Inc. develops and markets **RemoteWare** , the system software
foundation for synchronizing and managing remote enterprise computers and
applications. **RemoteWare** 's **client** /agent/**server** architecture provides
intelligent messaging, communications session management, systems
management, user environment control, data exchange, and information
subscription services that enable rapid application development and
deployment. Over 1,000 organizations worldwide have licensed **RemoteWare**
to manage the exchange of information between central systems and over
314,000 remote or mobile field personnel, customers, suppliers,
channels-of-distribution or other...

 7/3,K/15   (Item 9 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
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01320517   Supplier Number: 45936378   (USE FORMAT 7 FOR FULLTEXT)
XCELLENET BUYS BACK SHARES; ANNOUNCES STOCK REPURCHASE PROGRAM
PR Newswire, p1113ATM006
Nov 13, 1995
Language: English   Record Type: Fulltext

...   company on April 14, 1994. At Oct. 31, 1995, the company had 7.5
million shares of common stock outstanding.
     XcelleNet, Inc. develops and markets **RemoteWare** (R), the system
software foundation for synchronizing and managing remote enterprise
computers and applications. **RemoteWare** 's **client** /agent/**server**
architecture provides intelligent messaging, communications session
management, systems management, user environment control, data exchange,
and information subscription services that enable rapid application
development and deployment. Over 1,000 organizations worldwide have
licensed **RemoteWare** to manage the exchange of information between central
systems and over 314,000 remote or mobile field personnel, customers,
suppliers, channels-of-distribution or other...

 7/3,K/16   (Item 10 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
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01313317   Supplier Number: 45882754   (USE FORMAT 7 FOR FULLTEXT)
XCELLENET POSTS RECORD SUMMER QUARTER EARNINGS
PR Newswire, p1024AT013
Oct 24, 1995
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 875

...   increased commitments to the existing OS/2 product line and
substantial investments in the development of an NT-based product line.
     XcelleNet develops and markets **RemoteWare** , the system software
foundation for synchronizing and managing remote enterprise computers and
applications. **RemoteWare** 's **client** /agent/**server** architecture provides
intelligent messaging, communications session management, systems
management, user environment control, data exchange, and information
subscription services that enable rapid application development and
deployment. Over 1,000 organizations worldwide have licensed **RemoteWare**
to manage the exchange of information between central information systems
and over 314,000 remote or mobile field personnel, customers, suppliers,
channels of distribution or...

 7/3,K/17   (Item 11 from file: 621)
DIALOG(R)File 621:Gale Group New Prod.Annou.(R)
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01304940   Supplier Number: 45813695   (USE FORMAT 7 FOR FULLTEXT)
XCELLENET AND SHIVA ANNOUNCE STRATEGIC ALLIANCE
PR Newswire, p925AT002
Sept 25, 1995
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1016

...   as connection-dependent applications.
     "Historically, XcelleNet and Shiva have approached remote computing
from different viewpoints," explained Dennis Crumpler, XcelleNet's CEO.
"Our primary approach with **RemoteWare** has been one of enabling remote
applications for people who simply cannot 'log on' in order to do their
jobs. We've concentrated -- via our **client** /agent/**server** architecture --
on building the infrastructure to allow remote users the same type of
highly visual, easy-to-use desktop environment enjoyed by those who are...

File 275:Gale Group Computer DB(TM) 1983-2000/Mar 27
         (c) 2000 The Gale Group
File 674:Computer News Fulltext 1989-2000/Feb W4
         (c) 2000 IDG Communications
File 16:Gale Group PROMT(R) 1990-2000/Mar 27
         (c) 2000 The Gale Group
File 15:ABI/INFORM(R) 1971-2000/Mar 24
         (c) 2000 Bell & Howell
File 148:Gale Group Trade & Industry DB 1976-2000/Mar 27
         (c)2000 The Gale Group
File 636:Gale Group Newsletter DB(TM) 1987-2000/Mar 27
         (c) 2000 The Gale Group
File 624:McGraw-Hill Publications 1985-2000/Mar 23
         (c) 2000 McGraw-Hill Co. Inc
File   9:Business & Industry(R) Jul/1994-2000/Mar 27
         (c) 2000 Resp. DB Svcs.
File 88:Gale Group Business A.R.T.S. 1976-2000/Mar 27
         (c) 2000 The Gale Group
File 47:Gale Group Magazine DB(TM) 1959-2000/Mar 27
         (c) 2000 The Gale group
File 75:TGG Management Contents(R) 86-2000/Mar W3
         (c) 2000 The Gale Group
File 370:Science 1996-1999/Jul W3
         (c) 1999 AAAS

Set   Items   Description
S1   1293   REMOTE()WARE OR REMOTEWARE
S2   2132   XCELLENET OR XCELLE()NET
S3   849   CO="XCELLENET":CO="XCELLENT INC."
S4   1182   (S2 OR S3)(S)S1
S5   312716   SERVER?(7N)CLIENT?
S6   215   S4(S)S5
S7   197892   S5 NOT PY>1996
S8   164   S6 AND S7
S9   96   RD (unique items)
S10   1   S9(S) (INITIAT? OR BEGIN OR START)(7N)(CALL OR CALLS OR CO-
                   MMNICATION? OR TELECOMMUNICATION?)

10/9/1   (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01749177   SUPPLIER NUMBER: 16602675   (THIS IS THE FULL TEXT)
AT&T maps virtual office environment: integrating hardware, support. (AT&T Global Information Solutions' Virtual Workplace)
DiCarlo, Lisa
PC Week, v12, n8, p1(2)
Feb 27, 1995
ISSN: 0740-1604   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 555   LINE COUNT: 00046

ABSTRACT: AT&T Global Information Solutions plans to deliver a broad **initiative** that mixes computer and **telecommunications** technologies and services to enable companies to automate their mobile work forces. The five-tier Virtual Workplace program promises to combine network services, notebook computers, communications products, support services and application software into a one-stop solution for companies looking to manage their mobile computing environments. The first three tiers of the program deal with integrating PCs, peripherals and communications products. The fourth layer partners AT&T with three **client** /**server** applications: Adaptive Strategies Inc's MobileSync, **XcelleNet** Inc's **RemoteWare** and Brock Control Systems Inc's TakeControl. AT&T plans to offers its customers seven-day, around-the-clock support to help tie the varying products together. Pricing will be based on the size and configuration of the company.

TEXT:
        AT&T Global Information Solutions will roll out next quarter a sweeping initiative that combines computer and communications products and services to help companies fully automate their field and sales forces.
        The "Virtual Workplace" consists of a five-tier program that integrates notebooks, communications products, network services, application software, and support services from AT&T and a handful of partners, giving corporations a one-stop shop for creating mobile office environments, sources close to AT&T's Dayton, Ohio, systems division said.
        Such integration could be a key selling point for many companies struggling to automate -- and support -- their increasingly mobile work forces.
        "There will be a lot of demand for this type of integration, because the average [company] won't be able to put it all together easily," said Lee Nolan, senior telecommunications engineer at The Travelers Insurance Co., in Hartford, Conn. "The use of mobile applications absolutely requires service and product integration."
        The first and second parts of Virtual Workplace set the foundation of the field office: mobile PCs and peripherals, including AT&T GIS' latest Globalyst notebooks, along with PCMCIA and LAN cards, cellular phones, pagers, and other devices from several AT&T divisions, including AT&T Paradyne and McCaw Cellular Communications Inc. (see related story, Page 8), sources said.
        Application servers, printers, and CD ROM drives can also be integrated into the scheme, according to the sources.
        Those products will be integrated with a communications layer, through which AT&T will provide access to outbound services such as teleconferencing, remote voice mail, and billing control, the sources said.
        The communications layer also will give users access to AT&T's forthcoming Network Notes service, which it is developing with Lotus Development Corp., as well as AT&T's EasyLink messaging service and Novell Inc.'s NetWare Connect remote-access server, sources said.
        The fourth portion of the plan partners AT&T with three client/server application vendors: Adaptive Strategies Inc., XcelleNet Inc., and Brock Control Systems Inc., sources said.
        MobileSync, from Adaptive, of Cherry Hill, N.J., gives users a customizable interface to easily access corporate PCs. RemoteWare, from XcelleNet, of Atlanta, gives roving salespeople automated and updated inventory, and delivery and pricing data. And TakeControl, from Brock, also based in Atlanta, follows a sales transaction through six steps, ending

with after-sale support.
        Users can order these products, along with the other portions of the
Virtual Workplace, through a single AT&T number, sources said.
        To tie these products together, AT&T will offer users seven-day,
24-hour support, the sources said. Service will be provided by resellers
Inacom Corp. and MicroAge Inc., which will also sell all portions of the
Virtual Workplace, they said.
        "This is a necessity," said Loren Amsden, project manager at
Financial Sciences Corp., in New York. "The problem [with setting up mobile
communications networks now! seems to be the underlying service portion."
        Specific pricing for corporations was not available, but sources said
it will be based on configuration and size of the company. Companies that
buy products and communications services from tiers one through four will
receive the first year of help-desk support free, they said.
        AT&T officials declined to comment on unannounced products.
            COPYRIGHT 1995 Ziff-Davis Publishing Company

 SPECIAL FEATURES: illustration; table
 COMPANY NAMES: AT and T Global Information Solutions--Planning
 DESCRIPTORS: Company Marketing Practice; Company Services; Telecommuting;
  Telecommunications; Telecommunications industry
 SIC CODES: 4810 Telephone Communication
 FILE SEGMENT: CD File 275

Set	Items	Description
S1	41	REMOTE()WARE OR REMOTEWARE
S2	54	XCELLENET OR XCELLE()NET
S3	28771	SERVER?(S)CLIENT?
S4	1039	(INITIAT? OR BEGIN OR START)(10N)(CALL OR CALLS)
S5	0	S1 AND S3 AND S4
S6	35	S1 AND S2
S7	26	S6 NOT PY>1996
S8	25	RD (unique items)

8/3,K/1   (Item 1 from file: 2)
DIALOG(R)File   2:INSPEC

5432421
 Title: The intranet goes mobile
  Author(s): Emmerson, B.
  Journal: Communications International   vol.23, no.10   p.39-40
  Publisher: EMAP Computing,
  Publication Date: Oct. 1996 Country of Publication: UK
  CODEN: CINTDZ ISSN: 0305-2109
  SICI: 0305-2109(199610)23:10L.39:IGM;1-5
  Material Identity Number: C184-96009
  Language: English
  Copyright 1996, IEE

  ...Abstract: corporate   information   can   be created, distributed,
disseminated, and managed. To query a corporate database, staff use a
regular World Wide Web browser and search engine. **XcelleNet** has a product
called **RemoteWare** that combines platform-independent client-agent server
technology with communications and applications tools. The architecture
looks like a wireless extension to the resources that reside...
  ...Identifiers: **XcelleNet ; RemoteWare ;**

 8/3,K/2   (Item 2 from file: 2)
DIALOG(R)File   2:INSPEC

5102966
 Title: Sales forces hit the road (Yellow Freight remote tools)
  Author(s): Dellecave, T., Jr.
  Journal: InformationWEEK   no.548   p.48, 51-2
  Publication Date: 9 Oct. 1995 Country of Publication: USA
  CODEN: INFWE4 ISSN: 8750-6874
  Language: English
  Copyright 1995, IEE

  ...Abstract: in Yellow Freight System Inc.'s Denver sales office, manager
Mike Holtzer thought his company had made a horrendous mistake. Yellow
Freight wanted to use **XcelleNet** 's **RemoteWare** software to free an
eight-person sales force from the terminals on their desks. But the sales
representatives were skittish about change. "The light they...
  ...Identifiers: **XcelleNet   RemoteWare** software

 8/3,K/3   (Item 3 from file: 2)
DIALOG(R)File   2:INSPEC

5029096
 **Title: Client/server hits the road (middleware for remote client/server
apps)**
  Author(s): Garry, G.
  Journal: Datamation   vol.41, no.14   p.43-5
  Publication Date: 1 Aug. 1995 Country of Publication: USA
  CODEN: DTMNAT ISSN: 0011-6963
  Language: English
  Copyright 1995, IEE

  ...Identifiers: **XcelleNet   RemoteWare** 2.0

 8/3,K/4   (Item 4 from file: 2)
DIALOG(R)File   2:INSPEC

4948997

Title: Cutting the cord (mobile computers, cellular networks and remote
LAN access)
  Author(s): Doyle, E.
  Journal: Network   p.42-4, 47
  Publication Date: April 1995 Country of Publication: UK
  CODEN: NWRKEA ISSN: 0269-3089
  Language: English
  Copyright 1995, IEE

    ...Identifiers: **XcelleNet ; RemoteWare ;**

  8/3,K/5   (Item 5 from file: 2)
DIALOG(R)File   2:INSPEC
(c) 2000 Institution of Electrical Engineers. All rts. reserv.

4899117
  Title: **The missing link (** RemoteWare **network system)**
  Author(s): Rao, S.S.
  Journal: Financial World   vol.164, no.4   p.124-5
  Publication Date: 14 Feb. 1995 Country of Publication: USA
  CODEN: FIWOAR ISSN: 0015-2064
  Language: English
  Copyright 1995, IEE

  Title: **The missing link (** RemoteWare **network system)**
    Abstract: Here's a system that lets staffers travel anywhere and bring
their mainframe along for the ride. A sophisticated network technology
developed   by   **XcelleNet**   permits   a   true   link   between   computers   at
headquarters and those at remote branches. Fittingly, it is called
 RemoteWare .
    Identifiers: **RemoteWare** network system...

  ...**XcelleNet ;**

  8/3,K/6   (Item 6 from file: 2)
DIALOG(R)File   2:INSPEC
(c) 2000 Institution of Electrical Engineers. All rts. reserv.

4580894
  Title: **Letting the PCs check in:** RemoteWare **cuts the costs of linking
central mainframes and off-site computers**
  Author(s): DePompa, B.
  Journal: InformationWEEK   no.451   p.43-5
  Publication Date: 15 Nov. 1993 Country of Publication: USA
  CODEN: INFWE4 ISSN: 8750-6874
  Language: English

  Title: **Letting the PCs check in:** RemoteWare **cuts the costs of linking
central mainframes and off-site computers**
    Abstract: Fast and cheap: That's the way IS shops. like their PC-to
mainframe links. And that's why a package called **RemoteWare** is becoming a
mainstay for franchise operations, retail stores, warehouses, and other
businesses that require regular, if infrequent, communication links between
satellite offices and the central mainframe. **RemoteWare** was built by
Atlanta-based **Xcellenet** to improve on traditional terminal emulation
methods.
    ...Identifiers: **RemoteWare ;** ...

  ...**Xcellenet**

  8/3,K/7   (Item 7 from file: 2)
DIALOG(R)File   2:INSPEC
(c) 2000 Institution of Electrical Engineers. All rts. reserv.

04355020

Title: **Wide-area communication finds a home at Coldwell Banker**
  Journal: Communications News   vol.29, no.12   p.22
  Publication Date: Dec. 1992 Country of Publication: USA
  CODEN: CMUNA9 ISSN: 0010-3632
  Language: English

  ...Abstract: task of economically integrating remote sales offices into
the information flow of the company's central-site IBM token ring LAN. The
solution chosen was **XcelleNet** 's **Remote   Ware** Communications Management
System for a wide-area communications system that would tie together
remotely located computing resources. **RemoteWare** sends and receives
information over standard dial-up telephone lines. In this case, Coldwell
Banker uses industry-standard 9.6 kb/s V.32bis dial...
  ...Identifiers: **Remote   Ware** Communications Management System

  8/3,K/8   (Item 1 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.

00445021   96PK12-106
  Treating remote access problems -- HBO and Co.'s Rx: RemoteWare
  Moore, Mark
  PC WEEK , December 9, 1996 , v13 n49 p27, 32, 2 Page(s)
  ISSN: 0740-1604
  Company Name: **XcelleNet**
  Product Name: **RemoteWare** 3.x for Windows NT

  Treating remote access problems -- HBO and Co.'s Rx: RemoteWare
  Company Name: **XcelleNet**
  Product Name: **RemoteWare** 3.x for Windows NT
  ... about 2,000 employees from desktop systems to Pentium-based notebook
computers, in order to promote remote communications. Says that the entire
enterprise will implement **RemoteWare** 3.x for Windows NT ($NA), middleware
from **XcelleNet** Inc. Includes one photo. (kgh)
    Identifiers: **RemoteWare** 3.x for Windows NT; **XcelleNet**

  8/3,K/9   (Item 2 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.

00423183   96PK05-221
  AllPoints bulletin: card provides clear comm in small form factor
  Kramer, Matt
  PC WEEK , May 20, 1996 , v13 n20 p87, 1 Page(s)
  ISSN: 0740-1604
  Company Name: U.S. Robotics Mobile Communications Division
  Product Name: U.S. Robotics AllPoints

  ...mail service, the AllPoints card sends and receives mail thr the Wynd
network, or it can be used with Oracle Corp.'s Oracle Motion, or **XcelleNet**
 Inc.'s **RemoteWare** . Reports that AllPoint a standard 9-volt battery,
which provides about 30 hours of use. However, complains that the AllPoints
card's metal telescoping antenna...

  8/3,K/10   (Item 3 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.

00400251   95LA10-012
    RemoteWare
    Williams, Dennis
    LAN Times , October 2, 1995 , v12 n20 p66, 1 Page(s)
    ISSN: 1040-5917
    Company Name: **XcelleNet**
    Product Name: **RemoteWare**

RemoteWare
Company Name: **XcelleNet**
Product Name: **RemoteWare**
    Presents a favorable review of **RemoteWare** v2.0 ($200, per client;
$4,000, per server), a mobile-middleware application for Windows from
XcelleNet Inc. of Atlanta, GA (800, 404). Says **RemoteWare** remains the
top contender in the mobile computing application market, due in part to
the fact that it was the first of its kind, offering...

    ...communications choices, and an impressive management package. Maintains,
however, that the program does not adhere to industry standards and lacks
e-mail integration. Notes that **XcelleNet** offers a separate e-mail system
which is limited to CMC and MAPI support. Concludes that **RemoteWare** is a
well-rounded package that will need to make some improvements to remain
competitive. Rated four out of five. Includes one screen display and...
    Identifiers: **RemoteWare** ; **XcelleNet**

 8/3,K/11   (Item 4 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.

00400247   95LA10-008
 **Mobile middleware reaches out -- With this new, but rapidly evolving,
class of software, you'll feel like remote users are just a cubicle away**
    Williams, Dennis
    LAN Times , October 2, 1995 , v12 n20 p63-72, 7 Page(s)
    ISSN: 1040-5917
    Company Name: Adaptive Strategies; MobileWare; Technology Development
Systems; **XcelleNet**
    Product Name: MobileSync; MobileWare; WorldLink; **RemoteWare**

    Company Name: Adaptive Strategies; MobileWare; Technology Development
Systems; **XcelleNet**
    Product Name: MobileSync; MobileWare; WorldLink; **RemoteWare**
    ...Adaptive Strategies; MobileWare ($1,400 to $150,000) from MobileWare;
WorldLink ($40 to $159, per client; $5,000, per server) from Technology
Development Systems; and **RemoteWare** ($200, per client; $4,000, per
server) from **XcelleNet** . Also includes two articles titled: Mobile
Middleware: ``Looking for a perfect fit'' (p64), discussing the test
methodology used for this guide; and ``Solving the software...
    Identifiers: MobileSync; MobileWare; WorldLink; **RemoteWare** ;
 Adaptive Strategies; MobileWare; Technology Development Systems;
 XcelleNet

 8/3,K/12   (Item 5 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.

00400107   95CR10-111
 Alliance helps remote computing technology
    Hwang, Diana
    Computer Reseller News , October 9, 1995 , n652 p64, 1 Page(s)
    ISSN: 0893-8377
    Company Name: **XcelleNet** ; Lightbridge; Shiva
    Product Name: **RemoteWare** ; LanRover

    Company Name: **XcelleNet** ; Lightbridge; Shiva
    Product Name: **RemoteWare** ; LanRover
    Reports that **XcelleNet** Inc. inked separate pacts with Lightbridge Inc.
and Shiva Corp. for its **RemoteWare** deferred connection remote-computing
software, which should provide better remote-computing solutions for
corporate customers. Says that the agreement with Shiva calls for tighter
integration of **XcelleNet** 's **RemoteWare** with Shiva's LanRover technology,
and that the agreement with Lightbridge calls for the integration of
RemoteWar Lightbridge's wireless point-of-sale devices to...

Identifiers: **RemoteWare** ; LanRover; **XcelleNet** ; Lightbridge; Shiva

8/3,K/13   (Item 6 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2000 Info. Today Inc. All rts. reserv.

00393824   95PK08-217
  Do you hear what I hear
  Moeller, Michael
  PC WEEK , August 21, 1995 , v12 n33 pA5, 1 Page(s)
  ISSN: 0740-1604
  Company Name: **XcelleNet**
  Product Name: **RemoteWare**

  Company Name: **XcelleNet**
  Product Name: **RemoteWare**
  Profiles Dennis Crumpler, chairman and CEO of **XcelleNet** Inc. of
Atlanta, GA and 1994 Entrepreneur of the Year awardee in the high-tech
category. Says he founded **XcelleNet** Corp. to enable mobile laptop users
to access corporate networks. Adds that Crumpler formed SalesTechnologies
Inc. to take advantage of the need for sales automation...
  Identifiers: **RemoteWare** ; **XcelleNet**

8/3,K/14   (Item 7 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2000 Info. Today Inc. All rts. reserv.

00391055   95CW07-209
  Trucking firm nets automation payback
  King, Julia
  Computerworld , July 17, 1995 , v29 n29 p43, 44, 2 Page(s)
  ISSN: 0010-4841
  Company Name: Yellow Freight System; Sales Technologies; Microsoft;
 Xcellenet ; NEC Technologies
  Product Name: SNAP; Microsoft Office; **RemoteWare** ; NEC Versa

  Company Name: Yellow Freight System; Sales Technologies; Microsoft;
 Xcellenet ; NEC Technologies
  Product Name: SNAP; Microsoft Office; **RemoteWare** ; NEC Versa
  ... on rates, routes, and shipment status. Says the system is made up of
Sales Technologies Inc.'s SNAP Software, Microsoft Corp.'s Office suite,
and **Xcellenet** Inc.'s **RemoteWare** running on NEC Technologies' Versa
notebooks. Notes that there are several hundred users so far, and the
project will be extended company-wide. States that...
  Identifiers: SNAP; Microsoft Office; **RemoteWare** ; NEC Versa; Yellow
Freight System; Sales Technologies; Microsoft; **Xcellenet** ; NEC
Technologies

8/3,K/15   (Item 8 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2000 Info. Today Inc. All rts. reserv.

00385366   95CW05-108
   Xcellenet's chance for success far from remote
   Fitzgerald, Michael
   Computerworld , May 8, 1995 , v29 n19 p32, 1 Page(s)
   ISSN: 0010-4841
   Company Name: **Xcellenet**
   Product Name: **RemoteWare**

   Xcellenet's **chance for success far from remote**
   Company Name: **Xcellenet**
   Product Name: **RemoteWare**
   Reports that **Xcellenet** Inc., producers of **Remote -Ware** , is working
to promote its product. States that the company earned $27 million last

year and expects to earn $38 million this year. Explains that the **Remote - Ware** product allows businesses to control the mobile worker through software distribution and data replication using OS/2. Says the company is making agreements with large...
Identifiers: **RemoteWare** ; **Xcellenet**

8/3,K/16   (Item 9 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2000 Info. Today Inc. All rts. reserv.

00385198   95PK05-006
On the road again: data synchronization is smart strategy for keeping mobile workers in touch
Crowley, Aileen
PC WEEK , May 1, 1995 , v12 n17 p19-22, 2 Page(s)
ISSN: 0740-1604
Company Name: **XcelleNet** ; AlliedSignal; Bank of America
Product Name: **RemoteWare**

Company Name: **XcelleNet** ; AlliedSignal; Bank of America
Product Name: **RemoteWare**
... productivity. Adds that the sales forces access the needed data, not the whole database. Focuses on AlliedSignal in East Providence, RI and their use of **XcelleNet** Inc.'s **RemoteWare** software to support their mobile workers. Comments wireless communication is far more expensive, and remarks on wireless access in use at the Bank of America...
Identifiers: **RemoteWare** ; **XcelleNet** ; AlliedSignal; Bank of America

8/3,K/17   (Item 10 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2000 Info. Today Inc. All rts. reserv.

00381502   95PK04-010
McCaw forms pacts to build CDPD service
Moeller, Michael
PC WEEK , April 3, 1995 , v12 n13 p33-37, 2 Page(s)
ISSN: 0740-1604
Company Name: McCaw Cellular Communications; **XcelleNet** ; Wayfarer Communications
Product Name: Cellular Digital Packet Data

Company Name: McCaw Cellular Communications; **XcelleNet** ; Wayfarer Communications
Reports that McCaw Cellular Communications Inc., which provides wireless services, has formed strategic alliances with middleware software providers **XcelleNet** Inc. and Wayfarer Communications Inc. Claims that these joint marketing agreements are an effort by McCaw to attract large customers to its steadily growing Cellular Digital Packet Data (CDPD) service. Notes that these agreements will target transportation, telemetry, dispatch, and service customers. Explains that the **XcelleNet** partnership takes advantages of that company's **RemoteWare** 2.0 information-delivery software; and that McCaw will target Wayfarer's Enterprise Server development environment to corporations seeking to create custom applications for remote...
Identifiers: Cellular Digital Packet Data; McCaw Cellular Communications; **XcelleNet** ; Wayfarer Communications

8/3,K/18   (Item 11 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2000 Info. Today Inc. All rts. reserv.

00366476   94PK11-302
Object technology, open APIs add muscle to comm suite -- Client/server: RemoteWare 2.0 due next month
Moeller, Michael

PC WEEK , November 28, 1994 , v11 n47 p1, 147, 2 Page(s)
ISSN: 0740-1604
Company Name: **XcelleNet**
Product Name: **RemoteWare**

   Object technology, open APIs add muscle to comm suite -- Client/server:
RemoteWare **2.0 due next month**
   Company Name: **XcelleNet**
   Product Name: **RemoteWare**
   Announces that **XcelleNet** Inc. plans to release in mid-December
RemoteWare v2.0 ($43,700 for 100 users), a major upgrade to its
client/server remote-applications suite. Runs on IBM PC compatibles.
Reports that **RemoteWare** is a 32-bit platform allowing mobile users to
send messages, synchronize data, transfer files, and query remote
databases; it forms applications, OS/2-based server-management software,
and client software that runs on Windows, OS/2, Macintosh, and other
environments. Claims that this version enables **RemoteWare** users to
seamlessly send data generated in any Messaging API or Common Mail
Call-compliant application. In addition, **RemoteWare** allows administrators
to create ``work objects,'' a simplified means of controlling
communications sessions and tasks. Also notes that the program's queuing
capability allows multiple...
   Identifiers: **RemoteWare** ; **XcelleNet**

 8/3,K/19   (Item 12 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2000 Info. Today Inc. All rts. reserv.

00363685   94MF10-002
  Making the virtual office a snap
  Varhol, Peter D
  Mobile Office , October 1, 1994 , v5 n10 p16, 20, 2 Page(s)
  ISSN: 1047-1952
  Company Name: Sales Technologies
  Product Name: SNAP Virtual Office

   ... work with your existing Sybase or Gupta distributed database, will
customize a centralized database and create subsets on individual
notebooks. States that the interface is **XcelleNet** 's **Remote Ware**
Communications Management System and files will be synchronized once the
connection is broken. Reports that SNAP is included, which is a sales
oriented contact manager, and **Remote Ware** provides DDE interchange with
many popular applications. Says the contact manager is flexible, the
product offers a fast payoff to a large corporation. Considers it...

 8/3,K/20   (Item 13 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.
(c) 2000 Info. Today Inc. All rts. reserv.

00333341   93PM12-029
  Reach out and touch someone with RemoteWare
  Vaughan-Nichols, Steven J
  PC/Computing , December 1, 1993 , v6 n12 p146, 1 Page(s)
  ISSN: 0899-1847
  Company Name: **XcelleNet**
  Product Name: **RemoteWare** Server

  Reach out and touch someone with RemoteWare
  Company Name: **XcelleNet**
  Product Name: **RemoteWare** Server
   Presents a favorable review of **RemoteWare** Server v1.41 ($6,000 to
$20,000, depending on license), a communications server from **XcelleNet**
 (800). Requires OS/2. Claims that **RemoteWare** nodes can run on many kinds
of systems, including MS-DOS, VAX/VMS, Macintosh System 7, and Unix
variants. Designed for use with asynchronous modem connections, says this
program works well with X.25 packet-switching networks and NetBIOS

networks. States that **RemoteWare** is a robust remote data access tool designed for corporate use, which allows setup of automatic data transfers and remote running of applications. Also reports that **RemoteWare** provides first-rate, easy-to-use electronic software distribution tools, and praises its graphical interface which makes transfe files between offices very easy. However, says that **RemoteWare** requires experienced personnel to operate. Includes three screen displays. (jo)
  Identifiers: **RemoteWare** Server; **XcelleNet**

 8/3,K/21   (Item 14 from file: 233)

00324049   93PW09-020
  Improve remote communications
  Bertolucci, Jeff
  PC World , September 1, 1993 , v11 n9 p86, 1 Page(s)
  ISSN: 0737-8939
  Company Name: **XcelleNet**
  Product Name: **RemoteWare** Forms; **RemoteWare** Documents; **RemoteWare** Reports; **RemoteWare** Mail

  Company Name: **XcelleNet**
  Product Name: **RemoteWare** Forms; **RemoteWare** Documents; **RemoteWare** Reports; **RemoteWare** Mail
  Presents favorable reviews of **RemoteWare** , a suite of tools to improve communications from **XcelleNet** (800, 404). **RemoteWare** Forms 1.3 ($7,500) creates a master record which can automate the transmission of data across and organization. **RemoteWare** Documents 1.2 ($2,500) can be used to create detailed reports and documents including graphics, images, and text, and provides compression to reduce transmission time. **RemoteWare** Mail 1.3 ($3,000) is an electronic mail program which now supports the X.400 protocol, making it compatible with public E-mail providers. **RemoteWare** Reports 1.2 ($1,500) is not described in the review. Software for remote users ranges from $75 to $225. (djd)
  Identifiers: **RemoteWare** Forms; **RemoteWare** Documents; **RemoteWare** Reports; **RemoteWare** Mail; **XcelleNet**

 8/3,K/22   (Item 15 from file: 233)

00313174   93PK05-134
   XcelleNet **upgrades** RemoteWare **line**
  Musich, Paula
  PC WEEK , May 10, 1993 , v10 n18 p49, 1 Page(s)
  ISSN: 0740-1604
  Company Name: **XcelleNet**
  Product Name: **RemoteWare** Forms; **RemoteWare** Documents; **RemoteWare** Mail

   XcelleNet **upgrades** RemoteWare **line**
  Company Name: **XcelleNet**
  Product Name: **RemoteWare** Forms; **RemoteWare** Documents; **RemoteWare** Mail
  Reports that **XcelleNet** Inc. (404) recently upgraded its automated software and data distribution tools: **RemoteWare** Forms v1.3 ($7,500), **RemoteWare** Documents v1.2 ($2,500), and **RemoteWare** Mail v1.3 ($3,000). They support servers running OS/2, DOS, Windows, System 7, or UNIX. Says that **RemoteWare** has store-and-forward messaging capabilities. **RemoteWare** Forms helps create transaction-oriented forms for remote users. **RemoteWare** Documents now has automatic compression and decompression of complex documents. **RemoteWare** Mail allows laptop users to exchange mail with public messaging systems. Contains one screen display. (GC)
  Identifiers: **RemoteWare** Forms; **RemoteWare** Documents; **RemoteWare** Mail; **XcelleNet**

8/3,K/23   (Item 16 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.

00283088   92PK07-236
  **Duo helps tame data distribution -- MLink excels at cross-platform
support; RemoteWare's GUI easy to use**
    Wen, Peter; Kramer, Matt
    PC WEEK , July 20, 1992 , v9 n29 p87-90, 4 Page(s)
    ISSN: 0740-1604
    Company Name: Corporate Microsystems; **XcelleNet**
    Product Name: MLink; Advanced Communications Manager; **RemoteWare**

    **Duo helps tame data distribution -- MLink excels at cross-platform
support; RemoteWare's GUI easy to use**
    Company Name: Corporate Microsystems; **XcelleNet**
    Product Name: MLink; Advanced Communications Manager; **RemoteWare**
    ... pair of wide-area communications products: MLink 6.x ($195/MLink;
$1295/Advanced Communications Manager engine), from Corporate Microsystems
Inc. of Lebanon, NH (603); and **RemoteWare** 1.3 ($6000), from **XcelleNet**
Inc. of Atlanta, Ga (404). Presents individual evaluations of each
product's features. One sidebar examines testing methodology while another
examines a beta test of the forthcoming Version 1.4 of **XcelleNet** 's
RemoteWare Network Manager, which shall be named **RemoteWare** Server.
Says that MLink's ACM hub polls remote sites through asynchronous modems
and TCP/IP networks; while its Unix environment is ideal for multitasking,
the archaic look and feel of its text-based interface hampers
functionality. On the other hand, **XcelleNet** 's OS/2-based **RemoteWare** hub
takes advantage of a graphical interface for ease of use. Includes two
tables and a diagram. (PAM)
    Identifiers: MLink; Advanced Communications Manager; **RemoteWare** ;
  Corporate Microsystems; **XcelleNet**

8/3,K/24   (Item 17 from file: 233)
DIALOG(R)File 233:Internet & Personal Comp. Abs.

00277515   92PK05-345
    XcelleNet **beefs up, renames its forms-routing software**
    Higgins, Steve
    PC WEEK , May 18, 1992 , v9 n20 p59, 1 Page(s)
    ISSN: 0740-1604
    Company Name: **XcelleNet**
    Product Name: **RemoteWare** Forms

    XcelleNet **beefs up, renames its forms-routing software**
    Company Name: **XcelleNet**
    Product Name: **RemoteWare** Forms
    Reports that **XcelleNet** Inc. of Atlanta, GA (404), has released
  RemoteWare Forms v1.2 ($12,000), a wide-area forms-routing software for
IBM PC compatibles. Says that the program is an upgrade to the software...
    Identifiers: **RemoteWare** Forms; **XcelleNet**

8/3,K/25   (Item 1 from file: 99)
DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs

1249336 H.W. WILSON RECORD NUMBER: BAST95045089
Three tools that close the distance
AUGMENTED TITLE: **RemoteWare** 2.0 from **XcelleNet** , Oracle Mobile Agent
from Oracle Corp., and Enterprise Messaging Services from Sybase
Datamation v. 41 (Aug. 1 '95) p. 44
DOCUMENT TYPE: Product Evaluation ISSN: 0011-6963

AUGMENTED TITLE: **RemoteWare** 2.0 from **XcelleNet** , Oracle Mobile Agent
from Oracle Corp., and Enterprise Messaging Services from Sybase

...ABSTRACT: All are essentially middleware, functioning as a messaging
service and gateway between the client and server parts of an application.
The capabilities of these tools--**Remoteware** 2.0 from **XcelleNet** , Oracle
Mobile Agents 1.1 from Oracle, and Sybase's Enterprise Messaging
Services--are discussed.

Set	Items	Description
S1	1293	REMOTE()WARE OR REMOTEWARE
S2	2132	XCELLENET OR XCELLE()NET
S3	849	CO="XCELLENET":CO="XCELLENT INC."
S4	1182	(S2 OR S3)(S)S1
S5	312716	SERVER?(7N)CLIENT?
S6	215	S4(S)S5
S7	197892	S5 NOT PY>1996
S8	164	S6 AND S7
S9	96	RD (unique items)
S10	1	S9(S) (INITIAT? OR BEGIN OR START)(7N)(CALL OR CALLS OR CO-MMNICATION? OR TELECOMMUNICATION?)
S11	3	S6 (S) (INITIAT? OR BEGIN OR START)(7N)(CALL OR CALLS OR C-OMMNICATION? OR TELECOMMUNICATION?)
S12	2	S11 NOT S10
S13	0	S1(7N)S5(10N)(INITIAT? OR BEGIN OR START)(7N)(CALL OR CALLS OR COMMNICATION? OR TELECOMMUNICATION?)
S14	0	S1(S)S5 (S) (INITIAT? OR BEGIN OR START)(10N)(CALL OR CALL-S)
S15	1	S1(S)(INITIAT? OR BEGIN OR START)(10N)(CALL OR CALLS)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

03828309   Supplier Number: 48313231   (THIS IS THE FULLTEXT)
XCELLENET: XcelleNet demonstrates remote systems management solutions for the retail industry
M2 Presswire, pN/A
Feb 24, 1998
TEXT:
M2 PRESSWIRE-24 February 1998-XCELLENET: XcelleNet demonstrates remote systems management solutions for the retail industry (C)1994-98 M2 COMMUNICATIONS LTD
       RDATE:230298
       -- XcelleNet's RemoteWare remote systems management solutions automate data retrieval and lower total cost of ownership
       XcelleNet, Inc. (Nasdaq-NM: XNET), the leading provider of systems management solutions for remote users, today announced several retail industry customer profiles that demonstrate the benefits of remote systems management in software distribution, asset and configuration management, content and applications management and diagnostics and recovery. RemoteWare is XcelleNet's industry-leading remote systems management software.
       RemoteWare, XcelleNet's industry-leading remote systems management software, helps companies manage the PCs in their stores, branch offices and franchises from the corporate site, executing many tasks including:
          - Automated polling of stores for sales and payroll data
          - Backup of store application data
          - Synchronization of application files like inventory and pricing
          - Managed distribution of content like policy manuals
          - Enforced virus scanning and eradication on store PCs
          - Collection of store PC asset information
          - PC troubleshooting via remote control
       XcelleNet's RemoteWare is used by hundreds of leading retail companies, including Hollywood Entertainment, Russell Athletics, Mervyn's and Mail Boxes Etc. Following is a profile on each; interviews with XcelleNet and retail customers are available by contacting Schwartz Communications.
       Hollywood Entertainment
       Hollywood Entertainment, the second largest video retailer in the U.S., decided to use **RemoteWare** to communicate with its more than 600 stores for a very simple reason: peace of mind. Every night the company's stores from around the country compile and send critical financial and sales data to corporate headquarters in Wilsonville, Oregon. In the past, the information didn't always make it. Hollywood Video solved the problem by installing **RemoteWare** for communication with all of their stores. At the end of the day, when Hollywood Entertainment stores close out their sales, financial and member data is compiled and readied for transmission. **RemoteWare** then **initiates** the **call** and transmits the data, while at the same time receiving product information, price changes, and updates on members from headquarters.
       Russell Athletics
       Based in Alexander City, Alabama, Russell Corporation produces and markets high-quality team wear and knit active wear to consumers of all ages. About three years ago Russell Athletics decided to restructure its sales organization in order to achieve more aggressive sales goals. In 1995, Russell Athletics selected XcelleNet's RemoteWare as the communications infrastructure of their new sales force automation system. Using RemoteWare, sales reps easily access email, price lists, inventory listings, catalogue information, product specification sheets, competitive analyses, account and prospect contact histories and other applications. On a monthly basis, the reps can review sales reports to see how they are doing against their quotas. From a management perspective, Russell Athletics can now track the productivity of its sales force and marketing programs. Sales managers can see the number of calls made per sales person per week. The division can get sales leads out faster to the field. RemoteWare also allows the corporate office to easily distribute software and, using RemoteWare's FORMS feature, customize templates that extract

information from the sales database.

Mervyn's

Mervyn's has been successfully competing in the fierce world of retail sales for over 40 years. Their success has been driven by the desire to control the costs of goods by improving productivity and passing the savings on to the customer. Their search for a system to efficiently move graphic files, electronic forms, policies and procedures documents, and spreadsheets to their remote store locations led them to RemoteWare. RemoteWare gives Mervyn's an integrated remote systems management tool to effectively manage and communicate corporate information regarding store operations to locations nationwide. With RemoteWare, Mervyn's sends and retrieves merchandising display information, sales reports, production goals, standardized personnel forms, store surveys, operations manuals, and software updates with a click of a button. As a result, Mervyn's is able to send and receive critical information in an average of nine minutes for each of its 279 stores nationwide.

Mail Boxes Etc

In 1980, when Mail Boxes Etc. (MBE) started as a postal services business in a storefront in Carlsbad, California, communicating with employees was not a complicated thing. But as the company swelled to include more than 3,000 franchises around the world offering postal, business and communications services, things got a bit more complicated. Monthly royalty reports came into corporate headquarters from each franchise, numerous monthly newsletters went out, as did software upgrades and correspondence, among other things, all of which required a tremendous amount of labor. The solution for MBE was XcelleNet's RemoteWare products that enable software and content, such as e-mail, newsletters, and financial information, to be instantaneously passed between corporate headquarters and far-flung franchises. The result: MBE is saving between $10,000 to $15,000 a month on printing and shipping costs; the sale cycle has been shortened, and more time is spent serving the customer.

About XcelleNet

XcelleNet, Inc., Atlanta, Georgia, is the leading provider of systems management solutions for remote users. Its RemoteWare brand of products enables systems administrators to more effectively manage remote PCs, thereby reducing total cost of ownership (TCO) and maximizing end users productivity. XcelleNet's systems management tools, optimized for users who intermittently dial in to enterprise systems, address five key areas: software distribution; asset and configuration management; content and applications management; diagnostics and recovery; and event and alarm management. XcelleNet's products have been licensed to over 1,600 organizations supporting approximately 600,000 users in a variety of industries. Further information on XcelleNet is available on the World Wide Web at http://www.xcellenet.com.

XcelleNet and RemoteWare are registered trademarks and RemoteWare Express is a trademark of XcelleNet, Inc. All other trademarks are the property of their respective holders.

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9/3,K/1   (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01991600   SUPPLIER NUMBER: 18767403   (USE FORMAT 7 OR 9 FOR FULL TEXT)
XCELLNET SHIPS REMOTEWARE FOR WINDOWS NT VERSION 3.1.
Computergram International, n3021, pCGN10160011
Oct 16, 1996
ISSN: 0268-716X   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 193   LINE COUNT: 00019

TEXT:
     Atlanta, Georgia-based **XcelleNet** Inc is now shipping **RemoteWare**
for Windows NT version 3.1, adding improved management, optimisation and
control. The 32-bit package enables users to connect to the enterprise
through an...

...mobile users. The company claims it can deliver "virtually any" file
format, including ASCII, text, graphics or HyperText Mark-up Language
files. Also new is **RemoteWare** Workshop, designed to enable administrators
to create and deploy graphical desktops, and providing a centrally-managed
interface to applications and hosting ActiveX controls. The company says
future releases of **RemoteWare** - from the end of the first quarter next
year - will include a Web Offline feature, enabling administrators to
gather and distribute Web-based content to users as needed. **RemoteWare**
3.1 is licensed on a **client** and **server** basis. **Server** prices range
from $5,000 to $30,000, with clients available for $200.

9/3,K/2   (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01915642   SUPPLIER NUMBER: 18127010   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Cutting Notes connect time: XcelleNet software streamlines database
replication. (RemoteWare Agent for Lotus Notes Replication)(Product
Announcement)**
Moore, Mark
PC Week, v13, n12, p8(1)
March 25, 1996
DOCUMENT TYPE: Product Announcement   ISSN: 0740-1604   LANGUAGE:
   English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 457   LINE COUNT: 00040

...ABSTRACT: will announce RemoteWare Agent for Lotus Notes Replication, a
new software package it says will cut the time needed to replicate
databases between a Notes **server** and a remote **client** by 50%, the week
of Mar 25, 1996. **RemoteWare** Agent, due to ship in 2nd qtr 1996, works by
packaging changes on the host database offline and then sending them to
remote users. It is a subset of the company's **RemoteWare** middleware that
leverages the latter's ability to maximize throughput over low-bandwidth
connections by compressing data on the fly and updates the remote database
only after the session ends. Administrators can use **RemoteWare** Agent to
electronically distribute software and maintenance updates and initiate
replication or messaging sessions from a management console. Notes users
who already have **RemoteWare** welcome the integration of the two products.
RemoteWare Agent for Lotus Notes Replication will cost $2,500.

TEXT:
     ...week plans to announce software that sources said reduces by more
than 50 percent the time it takes to replicate databases between a Lotus
Notes **server** and a remote **client** .
...   and maintenance updates electronically to remote users, sources
said.
     Administrators also for the first time can initiate a replication or
messaging session between a Notes **server** and a remote **client** .
Currently, users must initiate those sessions from the client, sources
said.

For some users, particularly those who use both Lotus Notes and
RemoteWare, the integration...

9/3,K/3   (Item 3 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)

01814705   SUPPLIER NUMBER: 16844070   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Wireless world: McCaw's Wireless Data Division forms strategic alliance
with XcelleNet to bring new applications to mobile workers.**
EDGE, on & about AT&T, v10, n347, p26(1)
March 20, 1995
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 547   LINE COUNT: 00062

TEXT:
        ...Wireless Data Division of McCaw Cellular Communications Inc.
Tuesday announced it has formed a strategic alliance with XcelleNet Inc., a
leading developer of agent-based **client -server** software used to
implement systems that support mobile-computing activities for a variety of
organizations.
...   allows end-user organizations, value-added resellers and systems
integrators to create custom graphical forms for mobile workers to access
central-site applications and data.
        "XcelleNet and McCaw have listened to what mobile users want and
need," explained Gerry Purdy, editor in chief of Mobile Letter. **"XcelleNet
RemoteWare** delivers the power of **client -server** computing and, when
coupled with the AirData network, results in a solution that will be highly
effective in meeting the needs of a mobile workforce. This is another
example of McCaw demonstrating leadership to enable enterprises in
developing CDPD- enabled applications."
        XcelleNet Inc. develops and markets RemoteWare, a suite of **client -
server** system development tools used to automate time-sensitive
information delivery processes such as order entry, inventory query or
price list and product catalog updates. More than 690 organizations
worldwide have licensed **RemoteWare** to manage the exchange of information
between central systems, over 213,000 remote or mobile field personnel,
customers, suppliers, channels of distribution or other corporate...

9/3,K/4   (Item 4 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)

01800193   SUPPLIER NUMBER: 17152186   (USE FORMAT 7 OR 9 FOR FULL TEXT)
PC Expo - AT&T, 40 Partners Intro "Virtual Workplace".
Newsbytes, pNEW06230005
June 23, 1995
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 638   LINE COUNT: 00058

...   numbers; electronic messaging services like AT&T EasyLink, NetWare
Connect and NetWork Notes; and cellular access to corporate data networks.
        Tier Four consists of "mobile **client -server** automation
applications" such as Adaptive Strategies' MobileSync environment for
communication with corporate headquarters and customers; Brock Control
Systems' Take Control software for automating the sales cycle; and
XcelleNet 's **RemoteWare** development tools for **client - server**
applications like order entry, inventory query, and updating price lists
and product catalogs.
        At Tier Five is the Virtual Workplace Premium Help Desk, a 24...

9/3,K/5   (Item 5 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)

01782790   SUPPLIER NUMBER: 16864255   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Mobile computing: MCI selects Xcellenet's RemoteWare as basis for mobile
computing initiative; mobile applications based on RemoteWare will be
deployed to 5,000 sales, service & technical support employees.**
EDGE, on & about AT&T, v10, n351, p13(1)
April 17, 1995
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 606   LINE COUNT: 00056

     RemoteWare is a suite of **client /server** communications and
applications tools used to automate information exchange with remote or
mobile users. Examples of information exchange applications include order
entry, inventory query, price...

...business communications software products from MCI; and SalesTrak, field
force automation software from Aurum Software, Inc.
     XcelleNet, Inc. develops and markets RemoteWare, a suite of **client /
server** system development tools used to build software applications for
mobile and remote users. **RemoteWare** enables organizations to attain a
competitive advantage by simplifying and automating time-sensitive
information delivery processes such as order entry, inventory query or
price list...

 9/3,K/6   (Item 6 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01777298   , SUPPLIER NUMBER: 16897280   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**On the road again. (data synchronization and mobile computing) (includes
related article on data synchronization issues)**
Crowley, Aileen
PC Week, v12, n17, p19(2)
May 1, 1995
ISSN: 0740-1604   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1522   LINE COUNT: 00124

...ABSTRACT: because they save on the cost of connection charges by
allowing users to search huge databases in real time. AlliedSignal Inc
recently unveiled a new **client /server** sales-support system, which lets
the automotive-parts distributor's sales representatives access the
corporate database. Allied uses **XcelleNet** Inc's **RemoteWare** software,
which acts as an intelligent agent between the mobile worker and the
company's Oracle corporate database.
...   a dream? Not for Kevin McDole and the rest of the IT staff at
AlliedSignal Inc. Five months ago, they pulled the covers off a **client /
server** sales-support system, which lets the automotive-parts distributor's
traveling sales reps comb the country for accounts while maintaining hooks
into the corporate database...

 9/3,K/7   (Item 7 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01773026   SUPPLIER NUMBER: 16844068   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**FCSI standards: fibre channel extends information highway speed limit to 4
gigabits per second; ANSI Fibre Channel Committee adopts 2 & 4 gigabit
data communication rates.**
EDGE, on & about AT&T, v10, n347, p25(1)
March 20, 1995
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 903   LINE COUNT: 00081

...   Wireless Data Division of McCaw Cellular Communications Inc.
Tuesday announced it has formed a strategic alliance with XcelleNet Inc., a
leading developer of agent-based **client -server** software used to
implement systems that support mobile-computing activities for a variety of

organizations.

"We are enthusiastic about our relationship with XcelleNet, because RemoteWare...

...McCaw have listened to what mobile users want and need," explained Gerry Purdy, editor in chief of Mobile Letter. "XcelleNet RemoteWare delivers the power of **client -server** computing and, when coupled with the AirData network, results in a solution that will be highly effective in meeting the needs of a mobile workforce. This is another example of McCaw demonstrating leadership to enable enterprises in developing CDPD-enabled applications."
XcelleNet Inc. develops and markets RemoteWare, a suite of **client - server** system development tools used to automate time-sensitive information delivery processes such as order entry, inventory query or price list and product catalog updates. More than 690 organizations worldwide have licensed **RemoteWare** to manage the exchange of information between central systems, over 213,000 remote or mobile field personnel, customers, suppliers, channels of distribution or other corporate...

9/3,K/8   (Item 8 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01773024   SUPPLIER NUMBER: 16844064   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Wireless world: XcelleNet announces support for Cellular Digital Packet Data (CDPD); CDPD support will expand mobile communications options for users of XcelleNet's RemoteWare suite of applications.
EDGE, on & about AT&T, v10, n347, p23(1)
March 20, 1995
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 454   LINE COUNT: 00044

      RemoteWare is **XcelleNet** 's suite of development tools used to cost-effectively automate the movement of time-sensitive information among an organization's central information systems, field personnel, telecommuting workers, business partners, customers and suppliers. **RemoteWare** extends the traditional **client /server** model to workers -- such as mobile field forces -- who are usually disconnected from enterprise computing resources. **XcelleNet** forges its first CDPD alliance with the Wireless Data Division of McCaw Cellular Communications Inc., by announcing its planned support for McCaw's CDPD network...

...connection from a hotel room, and over TCP/IP when at a headquarters or regional location.
      XcelleNet, Inc. develops and markets RemoteWare, a suite of **client / server** system development tools used to automate time-sensitive information delivery processes such as order entry, inventory query or price list and product catalog updates. Over 700 organizations worldwide have licensed **RemoteWare** to manage the exchange of information between central systems and over 213,000 remote or mobile field personnel, customers, suppliers, channels-of-distribution or other corporate constituents. FMI: **XcelleNet** , Inc., Atlanta, GA 404-804-8100; FAX 404-804-8102.

9/3,K/9   (Item 9 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01772540   SUPPLIER NUMBER: 16771092   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Virtual workplace: AT&T selects XcelleNet's RemoteWare as part of virtual workplace offering; RemoteWare software will be key part of creating "virtual office" environments for mobile users.
EDGE, on & about AT&T, v10, n346, p10(1)
March 13, 1995
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 497   LINE COUNT: 00047

```
‿   ...     servers
        -Tier 2: Communications platforms, such as modems and multiplexers
        -Tier 3: Communications services, such as network access, messaging
‑ services, and cellular services
        -Tier 4: **Client /Server**  software solutions, which are the
applications that enable mobile users to work "anytime, anywhere"
        -Tier 5: Consulting services and support provided through AT&T Virtual
Workplace Approved Resellers to customize solutions to specific needs.
        RemoteWare will deliver solutions within Tier 4 of this framework.
RemoteWare extends the traditional **client /server**  model to workers ‑such
as mobile field forces ‑who are usually disconnected from enterprise
computing resources. It is a suite of development tools used to...
...to bring this flexible, location-independent and communications-rich
solution to our customers through approved partners."
        XcelleNet, Inc. develops and markets RemoteWare, a suite of **client /**
**server**  system development tools used to automate time-sensitive
information delivery processes such as order entry, inventory query or
price list and product catalog updates. Over 690 organizations worldwide
have licensed **RemoteWare**  to manage the exchange of information between
central systems and over 213,000 remote or mobile field personnel,
customers, suppliers, channels-of-distribution or other...
```

 9/3,K/10   (Item 10 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01772531   SUPPLIER NUMBER: 16771074   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Virtual Workplace: AT&T Global Information solutions unveils innovative
 mobile computing solution.
EDGE, on & about AT&T, v10, n346, p1(1)
March 13, 1995
LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 1538   LINE COUNT: 00135

```
...     processes, making workers more efficient.
        Wireless access (via national and regional cellular service providers)
gives the sales and field force immediate access to corporate networks.
        **CLIENT /SERVER**  SOFTWARE APPLICATIONS
        Within Tier Four of the Virtual Workplace, AT&T's approved software
solutions partners provide mobile **client /server**  automation applications
that help mobile customers better access and exchange information with
headquarters and customers. These include:
        MobileSync from Adaptive Strategies, an environment for mobile
professionals to access and exchange information with corporate
headquarters and customers through an easy "one button" interface.
        RemoteWare from XcelleNet, a suite of **client /server**  system
development tools used to automate time-sensitive information delivery
processes such as order entry, inventory query, and price list and product
catalog updates.
        TakeControl...
```

 9/3,K/11   (Item 11 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01761398   SUPPLIER NUMBER: 16672179   (USE FORMAT 7 OR 9 FOR FULL TEXT)
 XcelleNet **claims solution to** client- server **'problem.' (** XcelleNet's
  RemoteWare)
Slofstra, Martin
Computing Canada, v00000021, n3, p44(1)
Feb 1, 1995
ISSN: 0319-0161   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 409   LINE COUNT: 00034

 XcelleNet **claims solution to** client- server **'problem.' (** XcelleNet's
  RemoteWare)

ABSTRACT: XcelleNet believes its RemoteWare suite of software products addresses the need for **client /server** to link with the mobile or remote worker. The software products allow users of mobile and remote PCs running OS/2, Macintosh, Windows or DOS computers to link to central sites running mainframes and servers. **RemoteWare** has two general components: a set of development tools for creating electronic documents, forms, reports and mail-based applications and a graphics-oriented communications platform. **XcelleNet** indicates that over 600 organizations now use **RemoteWare** . The firm introduced a new version of the software in Dec 1994 so that support is provided for 32-bit architecture. In addition, there is...

TEXT:
     The problem with **client -server** , it seems, is that it hasn't been able to connect with the remote or mobile worker.
...   600 organizations, with 189,000 users, mainly in the U.S.
     Originally shipped in 1989, the product is relatively new to Canada.
     According to Tavares, **client -server** tools for local-area networks are relatively abundant. But if you "look at the growth of laptops compared to LANs," you can see where the...

 9/3,K/12   (Item 12 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01758786   SUPPLIER NUMBER: 16235265   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Wireless world: XcelleNet launches fifth-generation RemoteWare 2.0 for
 remote & mobile applications. (XcelleNet Inc's RemoteWare 2.0 remote
 access software) (Product Announcement)
EDGE, on & about AT&T, v9, n332, p25(1)
Dec 5, 1994
DOCUMENT TYPE: Product Announcement   LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 1888   LINE COUNT: 00158

...   that need to build remote and mobile computing applications to handle business transactions and synchronize wi despread information resources.
     The RemoteWare suite of agent-based **client /server** tools employs a variety of com munications transports and protocols while automatically minimizing expensive connect time. RemoteWare is used to cost-effectively automate the movement...and $353/user (2,000 users). RemoteWare 2.0 will begin shipping in mid-December 1994.
     XcelleNet Inc. develops and markets RemoteWare, a suite of **client /**
server develop ment tools used to automate time-sensitive information delivery processes such as order entry, i nventory query or price list and product catalog updates. More than 600 organizations worldwide h ave licensed **RemoteWare** to manage the exchange of information between central systems and mor e than 189,000 remote or mobile field personnel, customers, suppliers, channels-of-dist...

 9/3,K/13   (Item 13 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01749177   SUPPLIER NUMBER: 16602675   (USE FORMAT 7 OR 9 FOR FULL TEXT)
AT&T maps virtual office environment: integrating hardware, support. (AT&T
 Global Information Solutions' Virtual Workplace)
DiCarlo, Lisa
PC Week, v12, n8, p1(2)
Feb 27, 1995
ISSN: 0740-1604   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 555   LINE COUNT: 00046

...ABSTRACT: computing environments. The first three tiers of the program deal with integrating PCs, peripherals and communications products. The

fourth layer partners AT&T with three **client /server** applications:
Adaptive Strategies Inc's MobileSync, **XcelleNet** Inc's **RemoteWare** and
Brock Control Systems Inc's TakeControl. AT&T plans to offers its customers
seven-day, around-the-clock support to help tie the varying...
...   EasyLink messaging service and Novell Inc.'s NetWare Connect
remote-access server, sources said.
    The fourth portion of the plan partners AT&T with three **client /**
server application vendors: Adaptive Strategies Inc., XcelleNet Inc., and
Brock Control Systems Inc., sources said.
    MobileSync, from Adaptive, of Cherry Hill, N.J., gives users a...

 9/3,K/14   (Item 14 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01715769   SUPPLIER NUMBER: 15998161
XcelleNet extends RemoteWare. (RemoteWare 2.0 remote access software)
 (Product Announcement)
Schwartz, Jeffrey
CommunicationsWeek, n534, p8(1)
Dec 5, 1994
DOCUMENT TYPE: Product Announcement   ISSN: 0746-8121   LANGUAGE:
   ENGLISH   RECORD TYPE: ABSTRACT

ABSTRACT: **Xcellenet** Inc announces **RemoteWare** 2.0, an improved set of
agent-based **client /server** components. The upgrade, which will ship in
Dec 1994, was introduced at the Mobile World trade show, held in Boston,
MA, in Nov 1994. Servers...

...Sequenced Packet Exchange. The system is designed to support 32-bit
processors, and its maximum capacity is 32 simultaneous connections per
server, up from 16. **RemoteWare** 2.0 supports Microsoft's Messaging
Application Programming Interface and the Common Mail Call API.

 9/3,K/15   (Item 15 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01712788   SUPPLIER NUMBER: 16277575   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Object technology, open APIs add muscle to comm suite: RemoteWare **2.0 due**
 next month. (XcelleNet's **client/ server remote-applications package)**
 (Product Announcement)
Moeller, Michael
PC Week, v11, n47, p1(2)
Nov 28, 1994
DOCUMENT TYPE: Product Announcement   ISSN: 0740-1604   LANGUAGE:
   ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 615   LINE COUNT: 00050

Object technology, open APIs add muscle to comm suite: RemoteWare **2.0 due**
 next month. (XcelleNet's **client/ server remote-applications package)**
 (Product Announcement)

ABSTRACT: XcelleNet's new RemoteWare 2.0 **client /server** remote
applications suite offers broader support for the leading messaging and
network protocols as well new network management tools. Pricing for a
100-user license ranges from $43,700 for basic **client /server**
components, to $78,700 for a fully configured package. **RemoteWare** 2.0
enables mobile users to transmit messages, transfer files, synchronize data
and access remote databases. It includes E-mail, forms generation,
OS/2-based **server** management utilities and **client** software that runs on
Macintosh, OS/2, Windows and other platforms. The 2.0 release adds support
for transmitting data generated in Common Mail Call...

TEXT:
    ...into object-based "agents" and popular messaging and network

protocols, XcelleNet Inc. plans to unveil at Mobile World this week a major
upgrade to its **client /server** remote-applications suite.
...   that lets mobile users send messages, synchronize data, transfer
files, and query remote databases. The software comprises E-mail and forms
applications, OS/2-based **server** -management software, and **client**
software that runs on Windows, OS/2, Macintosh, and other environments.
        RemoteWare is positioned as a turnkey solution to a company's myriad
remote-communications needs, extending beyond other **client /server**
wireless messaging platforms, such as Oracle Corp.'s recently announced
Oracle in Motion.
        "RemoteWare has saved us thousands of dollars in communication costs
because all...

...0 pricing is based on the number of users and is available in basic or
fully configured versions. For example, for 100 users, pricing for **client**
and **server** components ranges from $43,700 for the basic version to
$78,700 for the fully configured version, including applications.
        By comparison, Oracle in Motion, which...

 9/3,K/16   (Item 16 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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01707335   SUPPLIER NUMBER: 16173441   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Motorola Newton device set to take wireless Notes. (SkyNotes Inc's PDA
   client software, middleware platform and suite of** client- server
 Notes apps)
Moeller, Michael
MacWEEK, v8, n42, p72(1)
Oct 24, 1994
ISSN: 0892-8118   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 522   LINE COUNT: 00042

**Motorola Newton device set to take wireless Notes. (SkyNotes Inc's PDA
   client software, middleware platform and suite of** client- server
 Notes apps)

ABSTRACT: SkyNotes Inc is working on PDA client software and a middleware
platform, as well as a suite of **client -server** Motes applications
enabling PDA users to access Lotus Notes via wireless networks. SkyNotes'
application suite is designed to run on PDAs with the Newton operating...

TEXT:
        ...will soon be able to access Lotus Notes over wireless networks.
SkyNotes Inc. has developed PDA client software, a middleware platform and
a suite of **client -server** Notes applications, the first of which will
ship next month for Newton devices.
...   a growing list of products designed to give mobile users wireless
access to corporate databases. Earlier this year Oracle Corp. introduced
Oracle in Motion, a **client** -agent-**server** architecture that gives Windows
notebooks wireless access to Oracle databases over RAM Mobile Data's
network. **XcelleNet** Inc. offers a similar data-access implementation,
called **RemoteWare** , that uses wired or wireless networks.
     Lotus declined to comment on SkyNotes; officials said they had yet to
see the products.
        SkyNotes Inc. of Los...

 9/3,K/17   (Item 17 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

01693641   SUPPLIER NUMBER: 16170772   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Toshiba, XcelleNet forge partnership; joint marketing agreement could lead
  to RemoteWare bundling on notebooks. (Toshiba America Information Systems
  Inc) (Brief Article)**
Zimmerman, Michael R.

...   no bundling actions will take place this year, officials at
Toshiba's Computer Systems Division in Irvine, Calif., said that the
company has researched building **XcelleNet** 's **RemoteWare** , which runs on
OS/2 **servers** and Windows or OS/2 **clients** , into ROM or bundling it with
Toshiba notebooks.
        RemoteWare comprises communications software and related
applications, which automate information-delivery processes such as
order-entry and...

9/3,K/18   (Item 18 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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 Client- server **tools**. (XcelleNet**'s** RemoteWare **Communications**
 Management System compatible with LanServer 3.0) (Brief Article)
     XcelleNet's RemoteWare suite of **client** **-server** software tools is
used to automate business processes such as order entry, inventory, pricing
updates and field activity reporting.
        For more information, contact Xcellenet, 5...

9/3,K/19   (Item 19 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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...   a host-based system by Annatek Systems of Boulder, Colorado,
Network Navigator supports products for various mainframes, as well as for
DOS and OS/2 **servers** . Each **client** machine runs a scheduler TSR
(terminate and stay resident) program that initiates downloads of scripts
and software from the host- or LAN-based server. These...from SUDS at $995
for 50 users to Destiny Deliveryman and Novell's $1,000 per 5 users to
XcelleNet RemoteWare at $12,000 per **server** and $220 to $500 per **client** .
    With Microsoft's upcoming Hermes for LAN Managerbased networks,
Novell's NetWare Navigator, and IBM's NetView Distribution Manager /2 for
LAN Server networks, it...

9/3,K/20   (Item 20 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2000 The Gale Group. All rts. reserv.

ABSTRACT: Many corporations are simplifying microcomputer to mainframe
link-ups with **Xcellenet** 's **RemoteWare** , a data communications software
package which ranges in price from $220 to $500 per node user and is
available in Microsoft DOS and Windows, OS/2, Macintosh, VMS and Unix
versions. **RemoteWare** clients, such as Suburban Propane, report that the
software provides a fast and inexpensive means of relaying data between a
central mainframe and microcomputers located...

...The package enables the company to distribute software updates
electronically thus saving diskette copying and shipping charges and will
help in efforts to move to **client** /**server** computing. Computer services
company Centrak similarly reports that **RemoteWare** has slashed the firm's
$10,000 monthly telephone costs in half.

9/3,K/21   (Item 21 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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ABSTRACT: **Xcellenet** Inc introduces the Routing Server, a new feature in
its **RemoteWare** Forms 1.3 forms-generation software development tool for
the **Remoteware** Communications Server. The Routing Server provides
automatic routing of SQL data over dial-up lines when setting up **client** /
server database transactions between hosts and multiple remote sites.
RemoteWare Forms uses Routing Server to link remote sites in a network
with the database at a central server, incorporating DBLib from Microsoft
Corp and QELib from Q+E Software Inc. **RemoteWare** Mail 1.3 has also been
enhanced with X.400 support. **RemoteWare** Reports 1.2, another in
Xcellenet 's Applicomm development module series, has new object-oriented
software for assembling documents from graphics and text. **RemoteWare**
Forms 1.3 sells for $7,500 plus $225 per remote node; the Query Server
feature is an additional $4,500. **RemoteWare** Reports 1.2 is priced at
$1,500 plus $125 per remote node. **RemoteWare** Mail 1.3 costs $3,000 plus
$75 per remote node.

9/3,K/22   (Item 1 from file: 674)
DIALOG(R)File 674:Computer News Fulltext
(c) 2000 IDG Communications. All rts. reserv.

Text:
... s LAN. Transferring large files to and from headquarters would
ordinarily take more than an hour and require many connections.
        Barth and his team installed **XcelleNet** , Inc.'s **RemoteWare** and its

RemoteWare Replication Agent product. Together they let remote users conduct transactions with the main office in one connection. While the **client** and **server** are disconnected, agents on both sides scan documents, databases and applications for changes made since the last connection. The changes are replicated, compressed, queued for...

9/3,K/23 (Item 2 from file: 674)
DIALOG(R)File 674:Computer News Fulltext
(c) 2000 IDG Communications. All rts. reserv.

054960
Briefs
Briefs
Journal: Network World   Page Number: 37
Publication Date: October 07, 1996
Word Count: 233   Line Count: 23

Text:
  XcelleNet , Inc., based in Atlanta, this week will unveil **RemoteWare** for Windows NT 3.1, remote access software that now supports applications based on Microsoft Corp.'s Messaging Application Programming Interface.
  RemoteWare   lets users connect to the enterprise via a browser to update files, E-mail and databases. The core of the **client** /**server** software is its Subscriber component, which publishes information for end users in ASCII, graphics or HTML format.
     Available now, pricing is $5,000 to $30,000 per **server** and $200 to $375 per **client** .
     XcelleNet: (770) 804-8100.
     Verimation, Inc. in Woodcliff Lake, N.J., has developed a Java applet that will give the 2.5 million users of...

9/3,K/24 (Item 3 from file: 674)
DIALOG(R)File 674:Computer News Fulltext
(c) 2000 IDG Communications. All rts. reserv.

049994
Software spins wheels in niche markets
NetworkWorld Unplugged
Byline: Karen Scherberger
Journal: Network World   Page Number: 49
Publication Date: February 19, 1996
Word Count: 1199   Line Count: 121

Text:
  ... application software designed from the ground up for mobile workers have come mostly from niche vendors or from very focused initiatives within user organizations. Dominant **client** /**server** application vendors such as Microsoft Corp., IBM/Lotus Development Corp. and Sybase, Inc. have paid only lip service to wireless. Meanwhile, communications software optimized for...

  ... communications products that permit on-line connections, such as Microsoft's Remote Access Server, are better understood than newer store-and-forward products such as **XcelleNet** Corp.'s **RemoteWare** . As a result, they are often selected as the de facto remote communications method despite the fact that on-line access is more time-consuming...
  ... and-forward or on-line mode will be available. The single largest and most successful provider of store-and-forward communications software continues to be **XcelleNet** . The company provides a general- purpose platform for both mobile and remote workers. Others are working to capitalize on **XcelleNet** 's shortcomings - such as file synchronization at the file level only and limited support of wireless connections. One contender is WorldLink from TDS/CompLink in processing features and is particularly strong at integrating disparate messaging servers on the back end. Both **RemoteWare** and WorldLink will go head-to-head with the mobile middleware products. Several vendors have recently been acquired by, or

have established partnerships with large...

049554
Software makes mobile communications even easier
Byline: Paul Korzeniowski
Journal: Network World   Page Number: 1
Publication Date: January 29, 1996
Word Count: 862   Line Count: 85

Text:
...few simple commands, so many find an unpleasant surprise when they boot
up their laptops and connect to the corporate LAN while on the road.
Client   / server applications generally are not designed to run over
remote connections, particularly if those links are wireless. Consequently,
mobile users cannot access LAN-based data while...

... tailoring communications software to work with complex network
protocols. A number of vendors - including Digital Equipment Corp.,
MobileWare Corp., Oracle Corp., Relay Technology, Inc. and **Xcellenet** ,
Inc. - have developed remote communications packages to ease this process
and to make networking over wide-area wireless links more viable. The
software typically has...
... or communications servers. It supports Novell, Inc. NetWare LANs and
networks running IBM's NETBIOS, Vetterani said. Beating Notes Another user,
Allied Signal, Inc., found **Xcellenet** 's **RemoteWare** products appealing.
Xcellenet   offers Communications Management System, which supports a
variety of protocols. It also offers Application Management System, which
features data access and workflow capabilities so firms...

... R.I., conglomerate focused on the automotive aftermarket, decided in
January 1994 to develop a sales force automation system for 200 users. In
deciding between **RemoteWare** and Lotus Development Corp.'s Notes potential
application platform, the company found **RemoteWare** 's forms development
and reporting features to be stronger, said Kevin McDole, manager of client
computing at Allied Signal. In the summer of 1994, Allied...

... arrive. The system has been so successful, Allied Signal has developed
22 sales force applications, McDole said. Budding competition Small
companies such as Relay Technology, **Xcellenet** and MobileWare, which
offers a mobile communications package for NetWare, NETBIOS and TCP/IP, are
now bumping heads with established vendors. Oracle last year developed...

043185
AT&T GIS eases remote office automation
**Virtual Workplace offers one-stop shopping but restricts users to one
    vendor**
Byline: Neal Weinberg and Michael Fitzgerald
Journal: Computerworld   Page Number: 24
Publication Date: March 20, 1995
Word Count: 488   Line Count: 44

Text:
...as printers and portable CD-ROM playe rs.
    Platforms such as fax/modems and cellular phones.
    Services such as remote voice mail and electronic messaging.
    Client /server software, including **Xcellenet** , Inc.'s **RemoteWare**
, Brock Contr ol Systems, Inc.'s TakeControl sales force automation package
and Adaptive Strat egies' MobileSync.

9/3,K/27   (Item 6 from file: 674)
DIALOG(R)File 674:Computer News Fulltext
(c) 2000 IDG Communications. All rts. reserv.

034809
Host-based ESD a dying breed
Byline: James Kobielus
Journal: Network World   Page Number: 83
Publication Date: January 10, 1994
Word Count: 366   Line Count: 38

Text:
...on Unix- and LAN-based offerings.
    Today's   host-based   ESD products include Novell, Inc.'s network
Navigator, IBM's NetView Distribution Manager for MVS, **XcelleNet** , Inc.'s
RemoteWare CMS, Telepartner International, Inc.'s Synchrony, Tangram
Enterprise   Solutions,   Inc.'s AM:PM and LEGENT Corp.'s DistribuLink. All
except DistribuLink can distribute software to LAN **servers** , which then
download it to **client** workstations.
    Of the mainframe-oriented ESD vendors, Novell, IBM, XcelleNet and
Telepartner   also   provide   LAN-based ESD products that can operate
independently of the central...

9/3,K/28   (Item 7 from file: 674)
DIALOG(R)File 674:Computer News Fulltext
(c) 2000 IDG Communications. All rts. reserv.

034805
ESDL tools let users control the flow
Software Distribution/Licensing Buyer's Guide
Byline: James Kobielus
Journal: Network World   Page Number: 79
Publication Date: January 10, 1994
Word Count: 3640   Line Count: 364

Text:
Manually outfitting **client** workstations and distributed **servers** with
new applications or software upgrades has always been a Herculean task.
Grimly determined technical staff have to visit each workstation or server
to install...

... are a number of electronic software distribution and licensing (ESDL)
tools on the market that let managers control the flow of software across
networks to **servers , clients** and other nodes.
    A boon for beleaguered net managers, ESDL products can keep distributed
computing from bogging down in its own complexity. The tools automate...

... executable code and data files. What's new about ESD is the growth of
server-based packages designed to distribute software from local-area
network **servers** to other **servers** and **clients** across enterprise
internetworks.
    ESL products are coming into their own. These license metering tools
distribute electronic authorizations to use network applications. ESD and
ESL have...

... has made ESDL a central component of its enterprise networking strategy
as it migrates mission-critical applications from mainframe data centers to
an open, distributed **client /server** environment (NW, Dec. 6, 1993, page
1).
    If Schwab's heavy investment in the technology is any indication,
implementing ESDL is a top priority at...support the distribution approach
most appropriate to your enterprise network. There are basically two types
of offerings server-based products that distribute software from LAN
 servers to **clients** and host-based products that distribute software

from host computers to other hosts or even LAN **servers** and **clients** .
Many **server** - and mainframe-based products will deliver software to client
workstations through intermediate distribution points, known as fan-out
servers.
    Server-based products represent the fastest growing segment of the ESDL
market due to the widespread move toward **client /server** computing in the
corporate world. All high-end ESDL products are server-based and run under
a variety of operating systems. **XcelleNet 's RemoteWare** CMS has the
broadest platform support, running on DOS, Windows, OS/2, Unix, Macintosh,
VM and VMS.
    A handful of high-end products those included...

... at the utility's Fermi II nuclear power plant in Newport, Mich. There
are close to 200 disparate PC hardware/software configurations among the
750 **clients** and 12 **servers** on the plant's Novell LAN. The utility would
need to standardize its PC software configurations before implementing ESD
in a big way, he adds...kits are used to produce applications that can be
metered.
    All of the metering products in the chart run under NetWare and two or
more **server** and **client** operating systems. Products from Saber Software
and Symantec work over other network operating systems (NOS), including
VINES, LAN Manager and LAN Server.
    ESL products perform...

... databases. Commercial metering products can incorporate any of several
architectures, including application-menuing systems, stub executables that
exist only to launch applications and monitor usage, **client** TSRs that
communicate with license **servers** and centralized server-based monitoring
processes.
    The ESL industry has moved to the latter architecture server-based
metering for security, performance and manageability. Menuing systems...

 9/3,K/29   (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

04663150   Supplier Number: 46862729   (USE FORMAT 7 FOR FULLTEXT)
Tools cut remote access costs
Computerworld, p20
Nov 4, 1996
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 383

...   s LAN. Transferring large files to and from headquarters would
ordinarily take more than an hour and require many connections.
    Barth and his team installed **XcelleNet** , Inc.'s **RemoteWare** and its
RemoteWare Replication Agent product. Together they let remote users
conduct transactions with the main office in one connection. While the
client and **server** are disconnected, agents on both sides scan documents,
databases and applications for changes made since the last connection. The
changes are replicated, compressed, queued for...

 9/3,K/30   (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04621047   Supplier Number: 46797826   (USE FORMAT 7 FOR FULLTEXT)
XcelleNet Wares Bring Remote Users Offline
InformationWeek, p90
Oct 14, 1996
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; General Trade
Word Count: 467

...   with a human resources memo, even though the user has not

subscribed to HR updates.

The client version of Web Offline can be downloaded from **XcelleNet** 's Web site at http://www.**xcellenet** .com for free. The more feature-rich **client -server** version will be available in the company's **RemoteWare** 3.2 software in January.

Web Offline is based on a technology alliance with ForeFront, a Houston supplier of the WebWacker offline browsing application.

9/3,K/31   (Item 3 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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04579756   Supplier Number: 46732478   (USE FORMAT 7 FOR FULLTEXT)
No More Guess? Work
InformationWeek, p61
Sept 23, 1996
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; General Trade
Word Count: 1516

(USE FORMAT 7 FOR FULLTEXT)
TEXT:
Guess? Inc. hopes a new **client -server** system will help recoup millions of dollars the company wastes each year making samples of clothing that never get sold. The system will let Guess...
...   as each department's participation."
TECHNOLOGY SNAPSHOT -- GUESS? INC.

Headquarters: Los Angeles

Employees: 2,600

1995 revenue: $486.7 million
Technology goals: To build a **client -server** system that lets the design, production, sales, and manufacturing departments share vital information faster and more efficiently; to implement an automated inventory system for 100 retail stores
System hardware and software: **Client -server** system uses Microsoft SQL **Server** as a back-end database, Visual Basic 4.0 as the front-end tool, HP 3000 midrange processor; inventory system uses a Microsoft Windows NT In-Store Processor with Sybase SQL Anywhere database in each store; **Xcellenet   RemoteWare   server**
User tools: **Client -server** system uses Compaq PCs running Windows 3.1; inventory system uses Symbol Technologies handheld RF scanners
Networks: **Client -server** system uses Ethernet LANs, TCP/IP WAN; inventory system uses dial-up modems and the public network

9/3,K/32   (Item 4 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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04470072   Supplier Number: 46562079   (USE FORMAT 7 FOR FULLTEXT)
Sales Sleuths Find Solutions
InformationWeek, p51
July 22, 1996
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; General Trade
Word Count: 1287

...   this year, will add a communications architecture to improve the flow of information between headquarters and roving sales reps.
The communications component is based on **RemoteWare** from **XcelleNet** Inc. in Atlanta. **RemoteWare** uses a **client** -agent-**server** architecture.
Agents, which reside on the host system at headquarters and on each remote client, process users' requests while they are offline. When users initiate...

04325402   Supplier Number: 46340719   (USE FORMAT 7 FOR FULLTEXT)
**COGNITECH ENDORSES REMOTEWARE AS A MOBILE MESSAGING AND COMMUNICATIONS
PLATFORM**
PR Newswire, p429ATM029
April 29, 1996
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 519

      of Remote and Mobile Computer Users ·
      ATLANTA, April 29 /PRNewswire/ -- CogniTech Corporation today
announced an alliance with **XcelleNet** (R), Inc. (Nasdaq-NNM: XNET) that
will now enable their new sales force automation product, Sharkware
Anywhere, to benefit from **RemoteWare** (R)'s high performance mobile
messaging, communications, and systems management infrastructure.
RemoteWare provides organizations the foundation to create, deploy and
manage large-scale remote and mobile computing solutions. Sharkware
Anywhere is a **client /server** sales force automation product utilizing
advanced database replication technology to easily, quickly and cost
effectively implement synchronization that allows mobile and remote sales
organizations of...
...routinely work away from central systems."
      About CogniTech
      CogniTech Corporation provides a family of sales force automation and
customer management software solutions for single user, **client /server**
and wide are network environments. Sharkware Anywhere is the newest member
of the Sharkware family of products and is the first sales force automation
product...

04314217   Supplier Number: 46324076   (USE FORMAT 7 FOR FULLTEXT)
**XCELLENET ANNOUNCES NEW SYSTEM SOFTWARE PLATFORM FOR REMOTE AND MOBILE
COMPUTING**
PR Newswire, p0422ATM002
April 22, 1996
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 919

...   changing mix of line-of-business applications; and extends the full
strength of Microsoft(R) Windows NT(TM) and BackOffice(TM) to
connection-deferred users.
      "**Client /server** designs for mobile communications are dictated by
high- latency, limited-bandwidth communications," said Karen Scherberger,
Research Director at The Gartner Group. "This means that, for most new
applications, deferred connections based on intelligent messaging will be
better suited to the needs of the mobile workforce."
      "XcelleNet is delivering superior **client /server** computing
technology to a new class of users who require a powerful communications
architecture," said Dennis M. Crumpler, CEO of **XcelleNet** . "This third
generation of **RemoteWare** extends corporate intranet resources to remote
and mobile users by leveraging existing investments in SQL databases,
remote LAN access, Lotus Notes, Windows NT and Internet...

...is embedded in the product's underlying architecture, known as the
RemoteWare Queued Events Architecture (QEA). Based on a unique agent-based
extension of the **client /server** model, QEA makes it possible to support
multiple applications with a single wireline or wireless communications

session.
        "Remote or mobile communications cannot consume the worker...

...transaction levels of interchange, and provides services that manage the
security, scheduling, and automation of the sessions.
        -- Agent - handles interaction with applications at both the **server**
and **client** ends of the system. Functionality in this layer may be either
generic or specific to third-party products such as Microsoft- Exchange or
Lotus Notes...

...users by leveraging the standards supported in BackOffice."
        Availability and Pricing
        The third generation of RemoteWare is available immediately.
RemoteWare is licensed based on both **server** and **client** components. For
example, a configuration including 100 RemoteWare **clients** and a
RemoteWare **server** that supports up to 8 concurrent sessions is $28,000.
        Specific features will be delivered over the course of 1996 according
to the following timetable...

  9/3,K/35   (Item 7 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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04311505   Supplier Number: 46319967   (USE FORMAT 7 FOR FULLTEXT)
RemoteWare To Tout New Net Links
CommunicationsWeek, p04
April 22, 1996
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 360

...   of software agents to perform functions off-line and stores
transactions is a message queue, so it requires less connection time.
        The new release of **RemoteWare** will support Lotus Notes, Microsoft
Corp.'s Microsoft Exchange and information sent from Web pages, according
to Joe Owen, general manager of **client /server** systems at Atlanta-based
XcelleNet . It will also support links to Structured Query Language-based
database management systems.
        Additionally, because RemoteWare 3.0 is based on Microsoft's Messaging
Application...

  9/3,K/36   (Item 8 from file: 16)
DIALOG(R)File   16:Gale Group PROMT(R)
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04115180   Supplier Number: 46003412   (USE FORMAT 7 FOR FULLTEXT)
XCELLENET AND IBM ANNOUNCE WORLDWIDE CONSULTING AND MARKETING AGREEMENT
PR Newswire, p1212ATTU005
Dec 12, 1995
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 494

...   IBM will provide consulting, application design, and installation
services and will receive consulting fees from XcelleNet based upon sales
of XcelleNet software.
        IBM will incorporate **RemoteWare** (R), **XcelleNet** 's suite of **client /
server** system software into its salesforce transformation offerings aimed
at helping companies better manage mobile salesforces. **RemoteWare** is
software that provides organizations with the foundation to create, deploy
and manage large-scale remote and mobile computing solutions.
        IBM offers a range of...

...away from central systems."
        XcelleNet, Inc. develops and markets RemoteWare, the system software
foundation for synchronizing and managing remote enterprise computers and

applications. RemoteWare's **client** /agent/**server** architecture provides
intelligent messaging, communications session management, systems
management, user environment control, data exchange, and information
subscription services that enable rapid application development and
deployment. Over 1,000 organizations worldwide have licensed **RemoteWare**
to manage the exchange of information between central systems and over
314,000 remote or mobile field personnel, customers, suppliers,
channels-of-distribution or other...

   9/3,K/37   (Item 9 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04112015   Supplier Number: 45997916   (USE FORMAT 7 FOR FULLTEXT)
REMOTEWARE GETS NEW LINKS
CommunicationsWeek, p15
Dec 11, 1995
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 75

   (USE FORMAT 7 FOR FULLTEXT)
TEXT:
 XcelleNet Inc., Atlanta, has added integrated messaging to its
RemoteWare application. The **client** /**server** program is aimed at
organizations with a large number of users who want to exchange messages
with a variety of different messaging systems via a single dial-up link. It
will support X.400, Internet Mail and Microsoft Mail connectivity via
gateways to Isocor servers, according to **XcelleNet** . **RemoteWare** 2.5 is
available now with Microsoft Mail links available next quarter.
(770-804-8100.)

   9/3,K/38   (Item 10 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04076507   Supplier Number: 45936378   (USE FORMAT 7 FOR FULLTEXT)
XCELLENET BUYS BACK SHARES; ANNOUNCES STOCK REPURCHASE PROGRAM
PR Newswire, p1113ATM006
Nov 13, 1995
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 377

...   plans. XcelleNet became a public company on April 14, 1994. At Oct.
31, 1995, the company had 7.5 million shares of common stock outstanding.
     XcelleNet , Inc. develops and markets **RemoteWare** (R), the system
software foundation for synchronizing and managing remote enterprise
computers and applications. **RemoteWare** 's **client** /agent/**server**
architecture provides intelligent messaging, communications session
management, systems management, user environment control, data exchange,
and information subscription services that enable rapid application
development and deployment. Over 1,000 organizations worldwide have
licensed **RemoteWare** to manage the exchange of information between central
systems and over 314,000 remote or mobile field personnel, customers,
suppliers, channels-of-distribution or other...

   9/3,K/39   (Item 11 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04044761   Supplier Number: 45882754   (USE FORMAT 7 FOR FULLTEXT)
XCELLENET POSTS RECORD SUMMER QUARTER EARNINGS
PR Newswire, p1024AT013
Oct 24, 1995

...   quarter of 1994, reflecting increased commitments to the existing
OS/2 product line and substantial investments in the development of an
NT-based product line.
      XcelleNet develops and markets **RemoteWare** , the system software
foundation for synchronizing and managing remote enterprise computers and
applications. **RemoteWare** 's **client** /agent/**server** architecture provides
intelligent messaging, communications session management, systems
management, user environment control, data exchange, and information
subscription services that enable rapid application development and
deployment. Over 1,000 organizations worldwide have licensed **RemoteWare**
to manage the exchange of information between central information systems
and over 314,000 remote or mobile field personnel, customers, suppliers,
channels of distribution or...

 9/3,K/40   (Item 12 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04015257   Supplier Number: 45834016   (USE FORMAT 7 FOR FULLTEXT)
Shiva software bundles boost LAN connectivity
InfoWorld, p046
Oct 2, 1995
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 237

...   Available now, the bundled packages cost $87.88 per user for a
50-user license. TSI will later integrate ShivaPPP technology into LapLink.
      Atlanta-based **XcelleNet** will use ShivaPPP to offer LAN access to
users of its **RemoteWare** system, a suite of **client** /**server** software
tools for creating applications that let users download information and
work off-line.
      By the first half of 1996, XcelleNet will provide closer integration
...

 9/3,K/41   (Item 13 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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04002791   Supplier Number: 45813695   (USE FORMAT 7 FOR FULLTEXT)
XCELLENET AND SHIVA ANNOUNCE STRATEGIC ALLIANCE
PR Newswire, p925AT002
Sept 25, 1995
Language: English   Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1016

...   customers with large field organizations a one-button solution for
optimized, secure, and manageable access to connection-deferred as well as
connection-dependent applications.
      "Historically, **XcelleNet** and Shiva have approached remote computing
from different viewpoints," explained Dennis Crumpler, **XcelleNet** 's CEO.
"Our primary approach with **RemoteWare** has been one of enabling remote
applications for people who simply cannot 'log on' in order to do their
jobs. We've concentrated -- via our **client** /agent/**server** architecture --
on building the infrastructure to allow remote users the same type of
highly visual, easy-to-use desktop environment enjoyed by those who are...

...solution for large-scale remote access deployment that builds on Shiva's
long-time focus of providing remote access solutions that are fully
optimized from **client** to **server** ."
      One company that is already benefiting from the relationship between

XcelleNet and Shiva is Raychem Corporation, a $1.5 billion materials
science company. The North...

- ...be demonstrating the joint product technology at the Networld+Interop
show in Atlanta.

        About Shiva
    Founded in 1985, Shiva Corporation develops and manufactures
multiprotocol, multiplatform **client /server** remote access products
featuring transparent remote node connectivity to local area networks. The
LANROVER and NETMODEM product lines provide access to Novell Netware,
TCP/IP...

9/3,K/42   (Item 14 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2000 The Gale Group. All rts. reserv.

03904053   Supplier Number: 45627957 (USE FORMAT 7 FOR FULLTEXT)
Sterling, XcelleNet unveil remote-access software
CommunicationsWeek International, p20
June 26, 1995
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 612

...   to get neglected because we don't have the infrastructure to
support them,' said Dean Thompson, network administrator for BP America
Inc., in Cleveland, Ohio.
    XcelleNet 's **RemoteWare** provides asynchronous access to LANs using
compression to reduce the amount of time of each session. **RemoteWare** , an
IBM OS/2-based middleware **server** that functions as a **client** on a LAN,
also uses agent technology to combine multiple transactions and
applications into one session.
    Sterling's Connect:Direct, used for high-volume, automated...

9/3,K/43   (Item 15 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03902691   Supplier Number: 45625277 (USE FORMAT 7 FOR FULLTEXT)
PC Expo - AT&T, 40 Partners Intro "Virtual Workplace" 06/23/95
Newsbytes, pN/A
June 23, 1995
Language: English   Record Type: Fulltext
Document Type: Newswire; General Trade
Word Count: 598

...   numbers; electronic messaging services like AT&T EasyLink, NetWare
Connect and NetWork Notes; and cellular access to corporate data networks.
    Tier Four consists of "mobile **client -server** automation
applications" such as Adaptive Strategies' MobileSync environment for
communication with corporate headquarters and customers; Brock Control
Systems' Take Control software for automating the sales cycle; and
XcelleNet 's **RemoteWare** development tools for **client - server**
applications like order entry, inventory query, and updating price lists
and product catalogs.
    At Tier Five is the Virtual Workplace Premium Help Desk, a 24...

9/3,K/44   (Item 16 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03884532   Supplier Number: 45587220 (USE FORMAT 7 FOR FULLTEXT)
Duo Tries to Ease Remote Access
CommunicationsWeek, p1

June 5, 1995
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 894

...   that tend to get neglected because we don't have the infrastructure
to support them,' said Dean Thompson, network administrator for BP America
Inc., Cleveland.
      XcelleNet 's **RemoteWare** provides asynchronous access to LANs using
compression to reduce the amount of time of each session. Also, **RemoteWare**
, an IBM OS/2 -based middleware **server** that functions as a **client** on a
LAN, uses agent -based technology to combine multiple transactions and
applications into one session using common application programming
interfaces and protocols.
      Sterling's...

 9/3,K/45   (Item 17 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03863786   Supplier Number: 45544286   (USE FORMAT 7 FOR FULLTEXT)
Store-And-Forward Ready To Fly
Network Computing, p119
May 15, 1995
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 661

      But, sometimes you don't. Sometimes you can't Other times, you can't
afford to. Therein lies the need for store-and-forward **client** /**server**
solutions.
      Client -**Server** Store-and-Forward The vendor I met was from
XcelleNet , whose **RemoteWare** product centrally controls data distribution
to remote nodes (DOS, Windows, Mac, OS/2, Unix and so on) over LAN, modem
and wireless links. The server...

...a multivendor standard for common messaging calls). RemoteWare also
includes applications that ride on top of the infrastructure.
      Thus, RemoteWare is a store-and-forward **client** /**server** three-tier
architecture. A three-tier architecture, unlike a typical two-tier
relational database management system (RDBMS) connection from **client**
directly to **server** , uses an applications **server** between the **client**
and the RDBMS **server** to offload application processing from both the
client and the RDBMS **server** . **XcelleNet** calls it **client** /agent/**server**
.
      The vendor simply pointed and clicked to develop a form on the OS/2
server , automatically distributed it to the **client** and then used it one
the client to query a SQL database. The **client** and the SQL database
server , however, were not directly connected at any time.
      By Bruce Roberson
      In fact, the client wasn't running any networking software: no TCP/IP
or...

...data source (the SQL Server tables). In contrast, Oracle just announced
a program to bundle its Oracle Mobile Agent software with consulting.
      Infrastructure and Tools **Client** /**server** applications need to scale
beyond a few hundred nodes and a single LAN, and need to run over new
infrastructures. That infrastructure will likely be...

...requires lots C++ development may be very useful, but it won't be easy
as using 4GL three-tier application development tools.
      Store-and-forward **client** /**server** can work. But it needs good tools
as well as infrastructure components to make it pay off quickly.
      I'm not saying three-tier application...

 9/3,K/46   (Item 18 from file: 16)

03844174   Supplier Number: 45503681 (USE FORMAT 7 FOR FULLTEXT)
**Pen-based computinq:focus on forms-based software: New software solves old
 problems**
Automatic I.D. News, p58
May, 1995
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 2098

...   of the screen, or triggered certain logical decisions within the
program.
      Automatic data collection and distribution of the revisions of the
software was accomplished by **Xcellenet   RemoteWare** . This program
utilizes a **client -server** approach to accomplish data transport tasks
utilizing high-speed modems in each pen-based computer. A local area
network connected the communications server with a...

...a number of satisfied clients. Fastech, a company in Pennsylvania, has
developed pioneering SFA applications for firms such as Kelloggs. Its
application used a similar **client /server** approach as the application
used a similar **client /server** approach as the application described
above from IRM. Thinque Systems, a systems integrator in California, has
developed several applications using pen-based computing and wireless...

 9/3,K/47   (Item 19 from file: 16)

03830406   Supplier Number: 45475208 (USE FORMAT 7 FOR FULLTEXT)
Picture Windows
HFN The Weekly Newspaper for the Home Furnishing Network, p81
April 17, 1995
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; General
Word Count: 763

...   hard drives and CD-ROMs; to a more expansive array of services
including modems, pagers and electronic mail.
      The fourth tier includes 'one button' interface, **Remote   Ware** from
XcelleNet   client /server tools and automation software, among other
features.
      In the fifth tier, the program provides a 24-hour service hotline,
consultants and other services to assist...

 9/3,K/48   (Item 20 from file: 16)

03740807   Supplier Number: 45308936
XcelleNet claims solution to client- server **'problem'**
Computing Canada, p44
Feb 1, 1995
Language: English   Record Type: Abstract
Document Type: Magazine/Journal; Trade

XcelleNet claims solution to client- server **'problem'**

ABSTRACT:
XcelleNet's RemoteWare is being promoted in Canada as a solution to the
problem of **client -servers** with mobile and remote workers. Using
dial-up access, **RemoteWare** can connect remote and mobile PCs using DOS,
OS/2, Windows or Macintosh to central sites. Some 600 companies use
RemoteWare in the US, but the product is fairly new to Canada. Miles

Laboratories and Cantel,which has ordered **XcelleNet** 's wireless Field
Force Automation system, are early Canadian customers.   ...

   9/3,K/49   (Item 21 from file: 16)
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03709169   Supplier Number: 45253446   (USE FORMAT 7 FOR FULLTEXT)
Field Workers Get A Boost
InformationWeek, p24
Jan 9, 1995
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; General Trade
Word Count: 294

    A SOFTWARE release from **Xcellenet** Inc. shows compassion for
often-neglected field workers who are only occasionally connected to the
corporate network. The company's upgrade to its **RemoteWare   client –
server** software has features that target these users specifically.
     'It's a well-thought-out product,' says Jenny Ceurvels, an analyst
with BIS Strategic Decisions Inc...

   9/3,K/50   (Item 22 from file: 16)
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03678322   Supplier Number: 45200073   (USE FORMAT 7 FOR FULLTEXT)
Automating sales force key
Computer Reseller News, p61
Dec 12, 1994
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 364

...   integration services group in October. List price for the product
is $1,595. It ships in the first quarter next year.
    Also at the show, **XcelleNet** Inc., Atlanta, unveiled **RemoteWare**
2.0, enhancing its **client /server** agent-**server** software with support
for wireless communications, full 32-bit processing, and support for remote
and mobile queries into ODBC-compliant databases, as well as back...

   9/3,K/51   (Item 23 from file: 16)
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03657972   Supplier Number: 45164791
Object technology, open APIs add muscle to comm suite
PC Week, p1
Nov 28, 1994
Language: English   Record Type: Abstract
Document Type: Magazine/Journal; Tabloid; General Trade

ABSTRACT:
 XcelleNet (Atlanta, GA) intends to introduce a major upgrade to its
client /server remote-applications suite. **RemoteWare** 2.0, which is
scheduled to be offered in 12/94, is a 32-bit platform that allows mobile
users to transmit messages, synchronize data, transfer files, and query
remote databases. The software consists of E-mail and creates applications,
OS/2-based **server** -management software, and **client** software that
operates on such environments as Windows, OS/2 and Macintosh. **RemoteWare**
is considered a turnkey remedy to a firm's myriad remote-cmmunications
requirements, extending beyond other **client /server** wireless messaging
platforms that may include Oracle Corp's new Oracle in Motion. With Version
2.0, **RemoteWare** users for the initial time will be able to seamlessly
transmit data produced in any Messaging API or Common Mail call-compliant